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ABSTRACT

Directors of 87 resident camps affiliated with the American Camping Association responded to a random sample survey and provided data to compile this first collection of camp operating ration tables. Fifty-three tables show average percentage of total, median percentage of total, average in dollars, and median in dollars statistics in 14 income and expense categories. Income ratio categories include camper fees, campership, transport fees, activity fees, insurance fees, sales/trading post, sales/meals, rentals, contributions, interest/dividends, federal, subsidy, other, and total income. Expense ratios are given for salaries, payroll taxes, food and related, occupancy, camper transport, promotional, dues and fees, program, supplies, insurance, other administrative, proprietor, and total expenses. Each table also indicates average and median daily fees and average and median number of campers. Tables are arranged to show camp affiliation (private/independent, religious, agency/public), geographic location (New England, Mid-Atlantic, South, Midwest, West), camper population (boys only, girls only, coed), length of season, and size of budget (under $100,000, $100,000-$500,000, and over $500,000). Comparative salary data for various camp staff positions are also provided in nine tables. (NEC)

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A COST STUDY
OF
RESIDENT CAMPS
1985

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Marshall Dunbar, Programmer

American Camping Association

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PREFACE

Organized camping began 125 years ago as an experience centered around educational objectives and life enrichment. Since that day the majority of camps have been found to motivate a given population toward lofty goals, often intangible by their very nature.

Since this is the nature of the organized camping movement those, who have founded or directed camps have had as a primary motivation "what happens to people" rather than "the bottom line." There was a day when the significant difference between a private independent camp (proprietary) and a non-profit camp was that the non-profit camp did not have to balance its budget but the private independent camp had to show a black balance in order to continue to operate another season.

Today that difference does not exist among camps --- almost all have to break even in order to continue to operate. In the last decade, camp directors have paid much more attention to financial management and costs of operation.

Organized Camping has been one of the few "industries" to function without regular cost studies providing operating ratios. Therefore, it is with pride that the American Camping Association publishes the first significant study of this nature in the field. I believe that it can become an important tool for all camp directors in their financial planning and management.

My hat is off to the 87 directors who took time to participate in this initial study, and I believe when others see the results of their efforts we will have a much larger participation for the next edition.

Armand Ball, CAE
Executive Vice President

INTRODUCTION TO COST RATIO STUDY

This is the first Cost Study of Resident Camps complete with operating ratios to be published by the American Camping Associations. Though various articles in Camping Magazine have reported information gleaned from surveys on the budgeted items in camp budgets, they have not been gathered on the basis of a random sample of known camps.

Twenty percent of all types of camps affiliated with the American Camping Association were sent a report form in the spring of 1984 asking for their actual income and expense figures for the 1983 calendar year. Too few day camps responded to provide a sample large enough for any valid data. Therefore, this first study has been restricted to resident camps of three different affiliations:

Private Independent Camps --- camps owned by private individuals, partners or corporations, proprietary.
Religiously Affiliated Camps --- camps operated by religious groups, generally not for profit.
Agency Camps --- camps operated by non-profit private organizations not religiously affiliated nor governmental bodies.

Characteristics of the respondents are shown in a variety of classifications:

Geographic Scope by five regions of the country:
New England - Maine, Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island
Mid Atlantic - New York, Pennsylvania, New Jersey, Delaware, Maryland, Virginia, District of Columbia, West Virginia
South - North Carolina, South Carolina, Florida, Georgia, Alabama, Mississippi, Louisiana, Texas, Oklahoma, Arkansas, Tennessee
Midwest - Ohio, Kentucky, Indiana, Michigan, Illinois, Wisconsin, Minnesota, Iowa, North Dakota, South Dakota, Missouri, Kansas, Nebraska
West - Montana, Wyoming, Idaho, Washington, Oregon, California, Arizona, New Mexico, Nevada, Utah, Colorado, Hawaii, Alaska

Camper Population by boys only, girls only, coed including brother/sister. One of the faults of this particular study is the proportion of all boys camps in the sample. Where 7% of camps registered with ACA are for boys, only 3% of camps in the study are for boys only.

The length of the season. Though many of the camps which responded operated at various months of the year other than summer, only 31% of those responding provided cost figures broken down between summer and year round.

Size of budgets. Arbitrary divisions have been made at under $100,000, $100,000-$500,000, and over $500,000

The primary results of this survey are presented in operating ratio tables. These tables have four columns:

+Average percentage of total
+Median percentage of total
+Average in dollars
+Median in dollars

These statistics are based on a percentage of total income calculated for each responding camp. Since each survey participant did not necessarily complete all income and expense schedules, the number of respondents for each income and expense section will vary.

Where a median column line shows 0, this indicates that more than half of the respondents left this item blank.

Deficiences in Survey:

In the planning stages, it had been hoped that the survey would have 8 to 10% of the camps registered with ACA responding, or 195-244. Only 4% actually responded. However, it seemed more important to provide the data for an initial survey to demonstrate the type of data that could be collected than to continue to try to secure additional respondents and publish it when the information would be two years, or more, out of date.

Using a random sample did not guarantee that the proportions of types of camps in the survey group would match the proportions in the total population. The variances are noted here:

	Survey Group	ACA Population
Boys Only	3.5%	14%
Girls Only	19.5%	27%
Coed	77.0%	59%
Private Independent	15.0%	32.5%
Religiously Affiliated	39.5%	17.5%
Agency/Public	45.5%	50.0%
New England	15+%	13%
Mid Atlantic	20.5%	27%
South	12.5%	11%
Midwest	27.5%	27%
West	24+%	22%

The plan is for collection of similar data every two years with a larger response rate. This would provide for a comparison of changes in various operating ratios and provide some documentation of trendlines.

TABLE	1
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	87

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	56.82	58.50	135083	60505
2	CAMPERSHIPS	3.00	0.00	4400	0
3	TRANSPORT FEES	0.61	0.00	2514	0
4	ACTIVITY FEES	0.96	0.00	2320	0
5	INSURANCE FEES	0.14	0.00	387	0
6	SALES/TRADING POST	2.00	1.10	4153	1182
7	SALES/MEALS	4.87	0.00	5751	0
8	RENTALS	5.25	0.00	11740	0
9	CONTRIBUTIONS	5.66	0.00	10555	0
10	INTEREST/DIVIDENDS	0.92	0.00	2407	0
11	FEDERAL	1.30	0.00	1697	0
12	SUBSIDY	5.44	0.00	7420	0
13	OTHER	3.03	0.00	5803	0
14	TOTAL INCOME			224967	163023
EXPENSES					
1	SALARIES	27.76	27.30	60803	36127
2	PAYROLL TAXES	3.36	3.10	7441	4205
3	FOOD AND RELATED	15.03	13.60	28309	21751
4	OCCUPANCY	16.99	13.60	36886	20394
5	CAMPER TRANSPORT	1.39	0.00	4372	0
6	OTHER TRANSPORT	2.00	1.30	3846	1848
7	PROMOTIONAL	3.30	2.30	6098	2980
8	DUES AND FEES	0.78	0.40	1499	524
9	PROGRAM	4.15	2.10	8112	3119
10	SUPPLIES	0.81	0.40	1895	407
11	INSURANCE	4.07	3.20	7558	4700
12	OTHER ADMINISTRAT	7.58	1.40	9259	1703
13	PROPRIETOR WITH	0.07	0.00	214	0
14	TOTAL EXPENSES			225074	166910

AVERAGE DAILY FEE:	21.85
MEDIAN DAILY FEE:	19.00
AVERAGE CAMPERS:	136
MEDIAN CAMPERS:	100

TABLE	2
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	13

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	94.15	94.00	2834710	203000
2	CAMPERSHIPS	0.19	0.00	586	0
3	TRANSPORT FEES	1.60	1.20	7291	1757
4	ACTIVITY FEES	0.63	0.00	3630	0
5	INSURANCE FEES	0.64	0.00	1472	0
6	SALES/TRADING POST	1.49	1.00	4270	722
7	SALES/MEALS	0.32	0.00	231	0
8	RENTALS	1.23	0.00	2382	0
9	CONTRIBUTIONS	0.00	0.00	0	0
10	INTEREST/DIVIDENDS	0.40	0.00	1658	0
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.83	0.00	896	0
13	OTHER	0.73	0.00	1870	0
14	TOTAL INCOME			301641	217000
EXPENSES					
1	SALARIES	26.93	28.00	87344	54369
2	PAYROLL TAXES	3.81	3.40	114229	6525
3	FOOD AND RELATED	10.85	11.90	31021	29700
4	OCCUPANCY	27.94	32.60	81700	59284
5	CAMPER TRANSPORT	2.77	2.20	9324	3500
6	OTHER TRANSPORT	3.41	2.60	8936	8671
7	PROMOTIONAL	5.61	5.00	13360	13809
8	DUES AND FEES	1.34	1.20	3286	2600
9	PROGRAM	6.19	7.40	18250	7210
10	SUPPLIES	1.11	0.90	3492	2000
11	INSURANCE	4.19	4.10	13379	11403
12	OTHER ADMINISTRAT	5.11	2.60	16853	5300
13	PROPRIETOR WITH	0.19	0.00	621	0
14	TOTAL EXPENSES			296815	222000

AVERAGE DAILY FEE:	39.15
MEDIAN DAILY FEE:	38.00
AVERAGE CAMPERS:	127
MEDIAN CAMPERS:	102

TABLE	3
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	RELIGIOUS
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	34

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	48.30	46.05	109927	61169
2	CAMPERSHIPS	2.09	0.00	3696	0
3	TRANSPORT FEES	0.43	0.00	1330	0
4	ACTIVITY FEES	0.97	0.00	1797	0
5	INSURANCE FEES	0.07	0.00	331	0
6	SALES/TRADING POST	2.45	1.95	4731	1681
7	SALES/MEALS	9.02	0.00	11825	0
8	RENTALS	5.62	0.00	13891	0
9	CONTRIBUTIONS	5.01	0.45	10859	796
10	INTEREST/DIVIDENDS	0.62	0.00	2005	0
11	FEDERAL	0.62	0.00	1090	0
12	SUBSIDY	3.57	0.00	76878	0
13	OTHER	4.49	0.00	7801	0
14	TOTAL INCOME			226413	187764
EXPENSES					
1	SALARIES	25.78	26.25	57230	38574
2	PAYROLL TAXES	3.17	2.95	6374	5125
3	FOOD AND RELATED	14.75	14.40	29302	22364
4	OCCUPANCY	15.35	13.25	29501	22511
5	CAMPER TRANSPORT	0.60	0.00	1713	0
6	OTHER TRANSPORT	1.88	1.25	3239	2111
7	PROMOTIONAL	3.26	2.30	5397	3669
8	DUES AND FEES	0.64	0.40	941	515
9	PROGRAM	2.85	1.50	6894	2284
10	SUPPLIES	0.96	0.50	1945	858
11	INSURANCE	3.88	3.05	7241	4363
12	OTHER ADMINISTRAT	4.36	1.10	5699	1609
13	PROPRIETOR WITH	0.12	0.00	310	0
14	TOTAL EXPENSES			223994	185434

AVERAGE DAILY FEE:	18.65
MEDIAN DAILY FEE:	19.00
AVERAGE CAMPERS:	133
MEDIAN CAMPERS:	100

TABLE	4
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	AGENCY/PUBLIC
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	39

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	51.78	56.20	110106	38959
2	CAMPERSHIPS	4.82	2.00	6397	1750
3	TRANSPORT FEES	0.29	0.00	1957	0
4	ACTIVITY FEES	1.09	0.00	2398	0
5	INSURANCE FEES	0.03	0.00	84	0
6	SALES/TRADING POST	1.57	0.80	3610	827
7	SALES/MEALS	2.90	0.00	2444	0
8	RENTALS	6.40	0.00	13286	0
9	CONTRIBUTIONS	8.24	2.10	14079	2498
10	INTEREST/DIVIDENDS	1.39	0.00	3068	0
11	FEDERAL	2.35	0.60	2836	421
12	SUBSIDY	8.73	0.00	9552	0
13	OTHER	2.60	0.00	5521	0
14	TOTAL INCOME			202864	126994
EXPENSES					
1	SALARIES	29.97	27.30	56388	30658
2	PAYROLL TAXES	3.40	3.30	7189	3148
3	FOOD AND RELATED	16.64	13.80	27066	17865
4	OCCUPANCY	15.09	10.80	29277	13150
5	CAMPER TRANSPORT	1.52	0.30	5090	191
6	OTHER TRANSPORT	1.52	1.00	2694	965
7	PROMOTIONAL	2.63	1.50	4432	1668
8	DUES AND FEES	0.70	0.40	1411	446
9	PROGRAM	3.99	2.50	5649	2323
10	SUPPLIES	0.58	0.30	1356	318
11	INSURANCE	4.23	2.80	6057	4488
12	OTHER ADMINISTRAT	11.39	0.90	10054	1643
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			206631	122024

AVERAGE DAILY FEE:	19.10
MEDIAN DAILY FEE:	17.00
AVERAGE CAMPERS:	144
MEDIAN CAMPERS:	89

TABLE	5
GEOGRAPHICAL SCOPE	NEW ENGLAND
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	13

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	68.76	76.30	255688	223000
2	CAMPERSHIPS	2.31	0.00	5460	0
3	TRANSPORT FEES	1.36	0.00	7774	0
4	ACTIVITY FEES	2.90	0.00	6988	0
5	INSURANCE FEES	0.55	0.00	1281	0
6	SALES/TRADING POST	2.10	1.60	6353	3030
7	SALES/MEALS	0.03	0.00	16	0
8	RENTALS	2.40	0.70	6331	374
9	CONTRIBUTIONS	6.62	0.00	16369	21
10	INTEREST/DIVIDENDS	3.67	0.60	9676	2000
11	FEDERAL	1.50	0.00	2614	0
12	SUBSIDY	1.77	0.00	1756	0
13	OTHER	0.58	0.00	1814	0
14	TOTAL INCOME			349291	300000
EXPENSES					
1	SALARIES	28.70	29.20	91024	61820
2	PAYROLL TAXES	3.45	3.00	10447	6858
3	FOOD AND RELATED	16.22	14.50	43621	37000
4	OCCUPANCY	15.47	12.40	64777	46479
5	CAMPER TRANSPORT	2.13	1.30	9545	5000
6	OTHER TRANSPORT	2.23	2.20	7135	3500
7	PROMOTIONAL	3.32	3.30	11683	8026
8	DUES AND FEES	0.99	0.50	3011	1500
9	PROGRAM	5.43	4.30	21129	17740
10	SUPPLIES	1.39	1.10	5182	4000
11	INSURANCE	4.13	4.10	14158	11403
12	OTHER ADMINISTRAT	4.38	2.50	14112	8341
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			334982	320050

AVERAGE DAILY FEE:	27.08
MEDIAN DAILY FEE:	24.00
AVERAGE CAMPERS:	198
MEDIAN CAMPERS:	160

TABLE	6
GEOGRAPHICAL SCOPE	MID-ATLANTIC
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	18

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	50.25	58.60	184106	65711
2	CAMPERSHIPS	2.68	0.90	8010	1115
3	TRANSPORT FEES	0.27	0.00	2287	0
4	ACTIVITY FEES	0.66	0.00	3469	0
5	INSURANCE FEES	0.12	0.00	513	0
6	SALES/TRADING POST	2.04	0.85	6538	3789
7	SALES/MEALS	1.22	0.00	2620	0
8	RENTALS	9.13	1.75	24071	1806
9	CONTRIBUTIONS	5.10	0.30	11663	2224
10	INTEREST/DIVIDENDS	0.67	0.00	2867	0
11	FEDERAL	1.00	0.00	3268	0
12	SUBSIDY	9.23	0.00	19434	0
13	OTHER	8.30	0.00	12479	0
14	TOTAL INCOME			306317	203068
EXPENSES					
1	SALARIES	30.67	28.70	92781	68476
2	PAYROLL TAXES	3.82	3.05	10863	5341
3	FOOD AND RELATED	14.64	12.05	40465	32267
4	OCCUPANCY	16.84	14.95	39301	32907
5	CAMPER TRANSPORT	1.16	0.00	3722	0
6	OTHER TRANSPORT	1.99	1.05	3624	1500
7	PROMOTIONAL	2.55	2.10	5238	3900
8	DUES AND FEES	0.54	0.35	997	850
9	PROGRAM	2.72	2.10	7866	4129
10	SUPPLIES	0.71	0.30	1394	439
11	INSURANCE	4.54	4.35	12022	8446
12	OTHER ADMINISTRAT	2.20	0.35	7650	1523
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			308077	204385

AVERAGE DAILY FEE:	20.44
MEDIAN DAILY FEE:	20.00
AVERAGE CAMPERS:	195
MEDIAN CAMPERS:	143

TABLE	7
GEOGRAPHICAL SCOPE	SOUTH
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	11

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	58.62	59.00	112500	55000
2	CAMPERSHIPS	3.73	0.60	2415	490
3	TRANSPORT FEES	0.96	0.00	3935	0
4	ACTIVITY FEES	0.32	0.00	599	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	2.56	0.60	2907	2140
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	4.52	0.00	2791	0
9	CONTRIBUTIONS	4.58	0.00	9966	0
10	INTEREST/DIVIDENDS	0.38	0.00	1533	0
11	FEDERAL	0.33	0.00	285	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	3.26	0.00	7607	0
14	TOTAL INCOME			214571	130000
EXPENSES					
1	SALARIES	28.68	24.20	66421	31000
2	PAYROLL TAXES	3.19	3.30	8455	1492
3	FOOD AND RELATED	14.48	11.90	22552	17865
4	OCCUPANCY	13.43	8.60	21644	13500
5	CAMPER TRANSPORT	1.55	0.00	2504	0
6	OTHER TRANSPORT	1.80	1.20	3816	2063
7	PROMOTIONAL	2.96	1.10	4244	533
8	DUES AND FEES	0.87	1.10	1539	350
9	PROGRAM	9.37	4.40	7014	4461
10	SUPPLIES	0.78	0.50	2069	400
11	INSURANCE	2.96	2.30	3776	1374
12	OTHER ADMINISTRAT	24.77	1.40	12992	3723
13	PROPRIETOR WITH	0.23	0.00	733	0
14	TOTAL EXPENSES			212255	166910

AVERAGE DAILY FEE:	16.82
MEDIAN DAILY FEE:	16.00
AVERAGE CAMPERS:	98
MEDIAN CAMPERS:	100

TABLE	8
GEOGRAPHICAL SCOPE	MIDWEST
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	24

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	58.50	59.65	71234	44636
2	CAMPERSHIPS	5.48	2.55	5131	2444
3	TRANSPORT FEES	0.65	0.00	979	0
4	ACTIVITY FEES	0.94	0.00	1379	0
5	INSURANCE FEES	0.07	0.00	182	0
6	SALES/TRADING POST	2.04	1.45	2653	721
7	SALES/MEALS	0.34	0.00	770	0
8	RENTALS	2.85	0.00	3703	0
9	CONTRIBUTIONS	4.97	0.00	7425	0
10	INTEREST/DIVIDENDS	0.03	0.00	137	0
11	FEDERAL	2.34	0.35	1845	374
12	SUBSIDY	10.85	0.00	10193	0
13	OTHER	1.22	0.00	3041	0
14	TOTAL INCOME			136935	112093
EXPENSES					
1	SALARIES	27.25	24.10	36181	28450
2	PAYROLL TAXES	2.10	1.80	2716	2059
3	FOOD AND RELATED	14.33	13.30	16690	14437
4	OCCUPANCY	17.87	13.15	19669	14003
5	CAMPER TRANSPORT	1.08	0.15	1162	360
6	OTHER TRANSPORT	1.64	0.90	2503	736
7	PROMOTIONAL	2.65	1.70	3924	1788
8	DUES AND FEES	0.70	0.35	993	242
9	PROGRAM	3.39	1.55	4439	1980
10	SUPPLIES	0.53	0.40	748	366
11	INSURANCE	2.95	2.00	3326	2531
12	OTHER ADMINISTRAT	2.83	0.05	3916	190
13	PROPRIETOR WITH	0.16	0.00	440	0
14	TOTAL EXPENSES			142760	121716

AVERAGE DAILY FEE:	23.46
MEDIAN DAILY FEE:	18.50
AVERAGE CAMPERS:	118
MEDIAN CAMPERS:	79

TABLE	9
GEOGRAPHICAL SCOPE	WEST
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	21

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	52.12	47.50	103204	48837
2	CAMPERSHIPS	0.50	0.00	852	0
3	TRANSPORT FEES	0.19	0.00	462	0
4	ACTIVITY FEES	0.38	0.00	422	0
5	INSURANCE FEES	0.04	0.00	162	0
6	SALES/TRADING POST	1.56	1.00	3116	1011
7	SALES/MEALS	18.73	0.00	20691	0
8	RENTALS	6.81	0.00	18393	0
9	CONTRIBUTIONS	6.88	0.00	9894	0
10	INTEREST/DIVIDENDS	0.74	0.00	564	0
11	FEDERAL	0.74	0.00	353	0
12	SUBSIDY	1.11	0.00	1347	0
13	OTHER	1.98	0.00	4762	0
14	TOTAL INCOME			184327	120719
EXPENSES					
1	SALARIES	24.77	25.20	39883	32155
2	PAYROLL TAXES	4.41	4.40	7518	5340
3	FOOD AND RELATED	15.71	14.30	24706	21751
4	OCCUPANCY	18.91	14.80	45211	16767
5	CAMPER TRANSPORT	1.38	0.00	6373	0
6	OTHER TRANSPORT	2.40	2.10	3552	2631
7	PROMOTIONAL	4.87	4.00	6834	6105
8	DUES AND FEES	0.88	0.70	1550	524
9	PROGRAM	2.73	1.00	5039	771
10	SUPPLIES	0.89	0.30	1508	324
11	INSURANCE	5.47	3.60	6466	4936
12	OTHER ADMINISTRAT	10.61	6.50	11784	8211
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			186680	128169

AVERAGE DAILY FEE:	20.62
MEDIAN DAILY FEE:	20.00
AVERAGE CAMPERS:	89
MEDIAN CAMPERS:	80

TABLE	10
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	ALL
CAMPER COMMUNITY	BOYS ONLY
OPERATION:	SUMMER
RESPONDANTS:	3

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	78.23	80.10	244121	200673
2	CAMPERSHIPS	5.30	4.30	20524	9748
3	TRANSPORT FEES	1.30	0.00	3609	0
4	ACTIVITY FEES	0.00	0.00	0	0
5	INSURANCE FEES	0.10	0.00	592	67
6	SALES/TRADING POST	1.30	1.10	2623	3047
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	0.80	0.00	4915	0
9	CONTRIBUTIONS	8.17	11.00	26323	5655
10	INTEREST/DIVIDENDS	2.03	0.50	11523	252
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	0.30	0.00	780	0
14	TOTAL INCOME			312604	274734
EXPENSES					
1	SALARIES	22.43	20.70	101275	60597
2	PAYROLL TAXES	3.20	1.40	18091	3954
3	FOOD AND RELATED	21.47	15.60	44857	45512
4	OCCUPANCY	18.93	15.10	43576	22498
5	CAMPER TRANSPORT	0.00	0.00	0	0
6	OTHER TRANSPORT	3.73	5.60	6342	2631
7	PROMOTIONAL	2.80	3.10	7703	9999
8	DUES AND FEES	0.37	0.30	1387	1748
9	PROGRAM	2.07	0.90	5282	406
10	SUPPLIES	1.40	0.10	775	404
11	INSURANCE	3.70	3.80	13455	5988
12	OTHER ADMINISTRAT	2.93	3.90	5344	1815
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			316928	292486

AVERAGE DAILY FEE:	22.33
MEDIAN DAILY FEE:	21.00
AVERAGE CAMPERS:	227
MEDIAN CAMPERS:	200

TABLE	11
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	ALL
CAMPER COMMUNITY	GIRLS ONLY
OPERATION:	SUMMER
RESPONDANTS:	17

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	73.12	77.70	109308	35932
2	CAMPERSHIPS	4.35	0.00	3773	0
3	TRANSPORT FEES	0.77	0.00	3256	0
4	ACTIVITY FEES	2.17	0.00	4189	0
5	INSURANCE FEES	0.33	0.00	676	0
6	SALES/TRADING POST	2.29	1.60	2471	827
7	SALES/MEALS	0.27	0.00	189	0
8	RENTALS	1.60	0.00	1446	0
9	CONTRIBUTIONS	4.74	0.00	4379	0
10	INTEREST/DIVIDENDS	0.47	0.00	1102	0
11	FEDERAL	0.77	0.20	780	267
12	SUBSIDY	6.09	0.00	3356	0
13	OTHER	5.81	0.00	5658	0
14	TOTAL INCOME			138912	51423
EXPENSES					
1	SALARIES	28.01	26.30	41895	23536
2	PAYROLL TAXES	3.29	3.40	4624	2430
3	FOOD AND RELATED	16.95	16.10	18221	10837
4	OCCUPANCY	14.55	10.80	32324	5833
5	CAMPER TRANSPORT	1.42	0.40	4023	200
6	OTHER TRANSPORT	2.95	2.20	4602	1843
7	PROMOTIONAL	3.74	2.50	4282	1795
8	DUES AND FEES	0.91	1.00	1138	446
9	PROGRAM	8.06	4.30	11295	3119
10	SUPPLIES	0.93	0.50	1943	280
11	INSURANCE	4.87	3.60	7166	2090
12	OTHER ADMINISTRAT	17.32	0.90	12664	437
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			150253	63028

AVERAGE DAILY FEE:	24.41
MEDIAN DAILY FEE:	16.00
AVERAGE CAMPERS:	115
MEDIAN CAMPERS:	80

TABLE	12
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	ALL
CAMPER COMMUNITY	COED
OPERATION:	SUMMER
RESPONDANTS:	67

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	51.73	52.50	136741	61832
2	CAMPERSHIPS	2.56	0.00	3836	0
3	TRANSPORT FEES	0.53	0.00	2277	0
4	ACTIVITY FEES	0.70	0.00	1949	0
5	INSURANCE FEES	0.09	0.00	304	0
6	SALES/TRADING POST	1.95	1.00	4649	1279
7	SALES/MEALS	6.26	0.00	7420	0
8	RENTALS	6.38	0.00	14658	0
9	CONTRIBUTIONS	5.78	0.00	11416	0
10	INTEREST/DIVIDENDS	0.99	0.00	2329	0
11	FEDERAL	1.49	0.00	2006	0
12	SUBSIDY	5.51	0.00	8784	0
13	OTHER	2.45	0.00	6065	0
14	TOTAL INCOME			242877	182585
EXPENSES					
1	SALARIES	27.93	27.30	63789	44550
2	PAYROLL TAXES	3.38	3.00	7680	5200
3	FOOD AND RELATED	14.25	13.10	30128	22728
4	OCCUPANCY	17.52	14.30	37744	23679
5	CAMPER TRANSPORT	1.44	0.00	4656	0
6	OTHER TRANSPORT	1.69	1.20	3543	1848
7	PROMOTIONAL	3.21	2.10	6487	4000
8	DUES AND FEES	0.76	0.40	1595	548
9	PROGRAM	3.25	2.00	7431	3200
10	SUPPLIES	0.76	0.40	1932	450
11	INSURANCE	3.88	3.00	7394	4997
12	OTHER ADMINISTRAT	5.32	1.40	8570	2364
13	PROPRIETOR WITH	0.10	0.00	278	0
14	TOTAL EXPENSES			239946	181846

AVERAGE DAILY FEE:	21.18
MEDIAN DAILY FEE:	19.00
AVERAGE CAMPERS:	138
MEDIAN CAMPERS:	100

TABLE	13
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	BOYS ONLY
OPERATION:	SUMMER
RESPONDANTS:	

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	92.15	94.00	135083	60505
2	CAMPERSHIPS	0.19	0.00	4400	0
3	TRANSPORT FEES	1.60	1.20	2514	0
4	ACTIVITY FEES	0.63	0.00	2320	0
5	INSURANCE FEES	0.64	0.00	387	0
6	SALES/TRADING POST	1.49	1.00	4153	1182
7	SALES/MEALS	0.32	0.00	5751	0
8	RENTALS	1.23	0.00	11741	0
9	CONTRIBUTIONS	0.00	0.00	10555	0
10	INTEREST/DIVIDENDS	0.40	0.00	2407	0
11	FEDERAL	0.00	0.00	1697	0
12	SUBSIDY	0.83	0.00	7420	0
13	OTHER	0.73	0.00	5803	0
14	TOTAL INCOME			224967	163023
EXPENSES					
1	SALARIES	26.93	28.00	60803	36127
2	PAYROLL TAXES	3.81	3.40	7441	4205
3	FOOD AND RELATED	10.85	11.90	28309	21751
4	OCCUPANCY	27.94	32.60	36886	20394
5	CAMPER TRANSPORT	2.77	2.20	4372	0
6	OTHER TRANSPORT	3.41	2.60	3846	1848
7	PROMOTIONAL	5.61	5.00	6098	2980
8	DUES AND FEES	1.34	1.20	1499	524
9	PROGRAM	6.19	7.40	8112	3119
10	SUPPLIES	1.11	0.90	1895	407
11	INSURANCE	4.19	4.10	7558	4700
12	OTHER ADMINISTRAT	5.11	2.60	9259	4703
13	PROPRIETOR WITH	0.19	0.00	214	0
14	TOTAL EXPENSES			225074	166910

AVERAGE DAILY FEE:	39.15
MEDIAN DAILY FEE:	38.00
AVERAGE CAMPERS:	127
MEDIAN CAMPERS:	102

TABLE	14
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	RELIGIOUS
CAMPER COMMUNITY	BOYS ONLY
OPERATION:	SUMMER
RESPONDANTS:	1

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	81.60	81.60	37544	37544
2	CAMPERSHIPS	4.30	4.30	1973	1973
3	TRANSPORT FEES	0.00	0.00	0	0
4	ACTIVITY FEES	0.00	0.00	0	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	2.20	2.20	1011	1011
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	0.00	0.00	0	0
9	CONTRIBUTIONS	11.40	11.40	5250	5250
10	INTEREST/DIVIDENDS	0.50	0.50	252	252
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	0.00	0.00	0	0
14	TOTAL INCOME			46032	46032
EXPENSES					
1	SALARIES	7.40	7.40	3475	3475
2	PAYROLL TAXES	0.00	0.00	0	0
3	FOOD AND RELATED	37.10	37.10	17388	17388
4	OCCUPANCY	34.00	34.00	15917	15917
5	CAMPER TRANSPORT	0.00	0.00	0	0
6	OTHER TRANSPORT	5.60	5.60	2631	2631
7	PROMOTIONAL	3.10	3.10	1463	1463
8	DUES AND FEES	0.00	0.00	0	0
9	PROGRAM	0.90	0.90	406	406
10	SUPPLIES	4.10	4.10	1920	1920
11	INSURANCE	3.80	3.80	1765	1765
12	OTHER ADMINISTRAT	3.90	3.90	1815	1815
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			46865	46865

AVERAGE DAILY FEE:	18.00
MEDIAN DAILY FEE:	18.00
AVERAGE CAMPERS:	80
MEDIAN CAMPERS:	80

TABLE	15
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	AGENCY/PUBLIC
CAMPER COMMUNITY	BOYS ONLY
OPERATION:	SUMMER
RESPONDANTS:	2

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	76.55	76.55	347409	347409
2	CAMPERSHIPS	5.80	5.80	29799	29799
3	TRANSPORT FEES	1.95	1.95	5413	5413
4	ACTIVITY FEES	0.00	0.00	0	0
5	INSURANCE FEES	0.15	0.15	888	888
6	SALES/TRADING POST	0.85	0.85	3430	3430
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	1.20	1.20	7373	7373
9	CONTRIBUTIONS	6.55	6.55	36860	36860
10	INTEREST/DIVIDENDS	2.80	2.80	17158	17158
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	0.45	0.45	1170	1170
14	TOTAL INCOME			445890	445890
EXPENSES					
1	SALARIES	29.95	29.95	150175	150175
2	PAYROLL TAXES	4.80	4.80	27136	27136
3	FOOD AND RELATED	13.65	13.65	58591	58591
4	OCCUPANCY	11.40	11.40	57405	57405
5	CAMPER TRANSPORT	0.00	0.00	0	0
6	OTHER TRANSPORT	2.80	2.80	8197	8197
7	PROMOTIONAL	2.65	2.65	10824	10824
8	DUES AND FEES	0.55	0.55	2081	2081
9	PROGRAM	2.65	2.65	7720	7720
10	SUPPLIES	0.05	0.05	202	202
11	INSURANCE	3.65	3.65	19301	19301
12	OTHER ADMINISTRAT	2.45	2.45	7109	7109
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			451959	451959

AVERAGE DAILY FEE:	24.50
MEDIAN DAILY FEE:	24.50
AVERAGE CAMPERS:	300
MEDIAN CAMPERS:	300

TABLE	16
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	GIRLS ONLY
OPERATION:	SUMMER
RESPONDANTS:	3

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	91.93	95.90	361631	168273
2	CAMPERSHIPS	0.00	0.00	0	0
3	TRANSPORT FEES	2.40	1.40	17650	2950
4	ACTIVITY FEES	1.80	1.60	12109	3326
5	INSURANCE FEES	1.63	0.00	3333	0
6	SALES/TRADING POST	0.53	0.00	1074	0
7	SALES/MEALS	1.37	0.00	1000	0
8	RENTALS	1.70	0.00	3477	0
9	CONTRIBUTIONS	0.00	0.00	0	0
10	INTEREST/DIVIDENDS	0.23	0.20	1470	411
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	0.67	0.00	1350	0
14	TOTAL INCOME			380600	205681
EXPENSES					
1	SALARIES	22.53	19.50	107783	36127
2	PAYROLL TAXES	3.70	3.90	14879	4518
3	FOOD AND RELATED	8.03	8.20	35038	29515
4	OCCUPANCY	32.43	33.60	144875	46479
5	CAMPER TRANSPORT	3.43	2.70	18841	4164
6	OTHER TRANSPORT	7.53	6.10	19215	11355
7	PROMOTIONAL	3.97	3.30	13871	5868
8	DUES AND FEES	0.83	1.10	1562	1500
9	PROGRAM	8.40	10.80	40945	19950
10	SUPPLIES	1.47	1.60	6348	3095
11	INSURANCE	4.77	5.00	20079	11403
12	OTHER ADMINISTRAT	2.03	0.00	3786	0
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			400486	185432

AVERAGE DAILY FEE:	38.33
MEDIAN DAILY FEE:	32.00
AVERAGE CAMPERS:	153
MEDIAN CAMPERS:	100

TABLE	17
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	RELIGIOUS
CAMPER COMMUNITY	GIRLS ONLY
OPERATION:	SUMMER
RESPONDANTS:	1

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	61.00	61.00	62264	62264
2	CAMPERSHIPS	0.00	0.00	0	0
3	TRANSPORT FEES	0.00	0.00	0	0
4	ACTIVITY FEES	3.50	3.50	3560	3560
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	4.90	4.90	5016	5016
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	0.00	0.00	0	0
9	CONTRIBUTIONS	27.00	27.00	27565	27565
10	INTEREST/DIVIDENDS	1.00	1.00	1008	1008
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	86.80	86.80	88500	88500
14	TOTAL INCOME			102000	102000
EXPENSES					
1	SALARIES	28.40	28.40	29086	29086
2	PAYROLL TAXES	1.20	1.20	1200	1200
3	FOOD AND RELATED	12.40	12.40	12728	12728
4	OCCUPANCY	11.70	11.70	11972	11972
5	CAMPER TRANSPORT	0.00	0.00	0	0
6	OTHER TRANSPORT	0.70	0.70	764	764
7	PROMOTIONAL	8.80	8.80	8952	8952
8	DUES AND FEES	2.10	2.10	2159	2159
9	PROGRAM	4.20	4.20	4258	4258
10	SUPPLIES	3.00	3.00	3102	3102
11	INSURANCE	6.50	6.50	6677	6677
12	OTHER ADMINISTRAT	2.00	2.00	2000	2000
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			102259	102259

AVERAGE DAILY FEE:	20.00
MEDIAN DAILY FEE:	20.00
AVERAGE CAMPERS:	98
MEDIAN CAMPERS:	98

TABLE	18
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	AGENCY/PUBLIC
CAMPER COMMUNITY	GIRLS ONLY
OPERATION:	SUMMER
RESPONDANTS:	12

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	68.31	76.05	56301	30403
2	CAMPERSHIPS	6.16	3.40	5346	573
3	TRANSPORT FEES	0.00	0.00	0	0
4	ACTIVITY FEES	2.33	0.00	2611	0
5	INSURANCE FEES	0.06	0.00	125	0
6	SALES/TRADING POST	1.86	1.45	2466	677
7	SALES/MEALS	0.03	0.00	18	0
8	RENTALS	1.84	0.00	1179	0
9	CONTRIBUTIONS	4.45	0.00	3905	0
10	INTEREST/DIVIDENDS	0.53	0.00	1110	0
11	FEDERAL	1.09	1.25	1106	582
12	SUBSIDY	8.63	0.00	4755	0
13	OTHER	0.83	0.00	302	0
14	TOTAL INCOME			89726	45860
EXPENSES					
1	SALARIES	30.05	28.40	29193	22615
2	PAYROLL TAXES	3.45	3.45	2640	2320
3	FOOD AND RELATED	19.63	18.45	15343	10371
4	OCCUPANCY	11.16	7.35	8397	4558
5	CAMPER TRANSPORT	0.75	0.15	788	96
6	OTHER TRANSPORT	1.68	1.40	1378	916
7	PROMOTIONAL	3.48	2.10	1808	1625
8	DUES AND FEES	0.79	0.55	986	215
9	PROGRAM	6.59	3.20	4260	1824
10	SUPPLIES	0.63	0.40	873	261
11	INSURANCE	4.94	3.30	4472	1954
12	OTHER ADMINISTRAT	23.77	0.60	16782	408
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			100174	55699

AVERAGE DAILY FEE:	22.25
MEDIAN DAILY FEE:	13.50
AVERAGE CAMPERS:	110
MEDIAN CAMPERS:	78

TABLE	19
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	COED
OPERATION:	SUMMER
RESPONDANTS:	10

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	92.21	93.20	260023	245538
2	CAMPERSHIPS	0.24	0.00	761	0
3	TRANSPORT FEES	1.36	0.60	4183	879
4	ACTIVITY FEES	0.28	0.00	1086	0
5	INSURANCE FEES	0.34	0.00	914	0
6	SALES/TRADING POST	1.77	1.45	5228	1361
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	1.09	0.00	2054	0
9	CONTRIBUTIONS	0.00	0.00	0	0
10	INTEREST/DIVIDENDS	0.45	0.00	1714	0
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	1.08	0.00	1165	0
13	OTHER	0.75	0.00	2026	0
14	TOTAL INCOME			277953	283950
EXPENSES					
1	SALARIES	28.25	31.15	81212	65360
2	PAYROLL TAXES	3.84	3.25	10459	11313
3	FOOD AND RELATED	11.69	12.15	29815	30200
4	OCCUPANCY	26.59	26.55	62747	61681
5	CAMPER TRANSPORT	2.57	1.80	6469	3500
6	OTHER TRANSPORT	2.17	2.10	5852	5904
7	PROMOTIONAL	5.10	5.55	13207	14055
8	DUES AND FEES	1.49	1.25	3803	3399
9	PROGRAM	5.52	5.50	11441	6678
10	SUPPLIES	1.00	0.55	2635	1658
11	INSURANCE	4.02	3.80	11369	10641
12	OTHER ADMINISTRAT	6.03	2.60	20773	6821
13	PROPRIETOR WITH	0.25	0.00	807	0
14	TOTAL EXPENSES			265714	272461

AVERAGE DAILY FEE:	39.40
MEDIAN DAILY FEE:	39.00
AVERAGE CAMPERS:	120
MEDIAN CAMPERS:	131

TABLE	20
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	RELIGIOUS
CAMPER COMMUNITY	COED
OPERATION:	SUMMER
RESPONDANTS:	32

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	46.86	43.60	113679	61169
2	CAMPERSHIPS	2.08	0.00	3865	0
3	TRANSPORT FEES	0.45	0.00	1413	0
4	ACTIVITY FEES	0.92	0.00	1798	0
5	INSURANCE FEES	0.08	0.00	352	0
6	SALES/TRADING POST	2.38	1.55	4839	1681
7	SALES/MEALS	9.58	0.00	12564	0
8	RENTALS	5.97	0.00	14759	0
9	CONTRIBUTIONS	4.13	0.30	10512	490
10	INTEREST/DIVIDENDS	0.61	0.00	2091	0
11	FEDERAL	0.66	0.00	1158	0
12	SUBSIDY	3.80	0.00	8169	0
13	OTHER	2.06	0.00	5523	0
14	TOTAL INCOME			235938	197156
EXPENSES					
1	SALARIES	26.27	26.25	59790	41304
2	PAYROLL TAXES	3.33	3.00	6735	5470
3	FOOD AND RELATED	14.13	14.40	30192	23900
4	OCCUPANCY	14.88	13.25	30473	23977
5	CAMPER TRANSPORT	0.64	0.00	1820	0
6	OTHER TRANSPORT	1.80	1.25	3335	2111
7	PROMOTIONAL	3.09	2.20	5409	3669
8	DUES AND FEES	0.61	0.40	933	515
9	PROGRAM	2.87	1.50	7179	2284
10	SUPPLIES	0.80	0.40	1910	744
11	INSURANCE	3.80	2.90	7429	4363
12	OTHER ADMINISTRAT	4.44	0.70	5936	1329
13	PROPRIETOR WITH	0.12	0.00	330	0
14	TOTAL EXPENSES			233334	195631

AVERAGE DAILY FEE:	18.63
MEDIAN DAILY FEE:	19.00
AVERAGE CAMPERS:	136
MEDIAN CAMPERS:	100

TABLE	21
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	AGENCY/PUBLIC
CAMPER COMMUNITY	COED
OPERATION:	SUMMER
RESPONDANTS:	25

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	41.77	51.80	116948	43842
2	CAMPERSHIPS	4.09	1.50	5030	1886
3	TRANSPORT FEES	0.30	0.00	2619	0
4	ACTIVITY FEES	0.58	0.00	2488	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	1.48	0.60	4173	500
7	SALES/MEALS	4.51	0.00	3804	0
8	RENTALS	9.01	0.00	19571	0
9	CONTRIBUTIONS	10.20	4.60	17140	4500
10	INTEREST/DIVIDENDS	1.68	0.00	2881	0
11	FEDERAL	3.15	0.00	3894	0
12	SUBSIDY	9.48	0.00	12619	0
13	OTHER	3.62	0.00	8374	0
14	TOTAL INCOME			237729	130000
EXPENSES					
1	SALARIES	29.94	27.30	61939	35513
2	PAYROLL TAXES	3.26	2.70	7777	3583
3	FOOD AND RELATED	15.44	11.80	30170	19746
4	OCCUPANCY	17.27	12.40	37049	15100
5	CAMPER TRANSPORT	2.00	1.10	7562	1866
6	OTHER TRANSPORT	1.35	1.00	2885	965
7	PROMOTIONAL	2.22	1.20	5180	1655
8	DUES AND FEES	0.66	0.40	1561	500
9	PROGRAM	2.84	2.50	6150	2519
10	SUPPLIES	0.60	0.30	1680	376
11	INSURANCE	3.93	2.10	5758	4997
12	OTHER ADMINISTRAT	6.16	1.40	7061	2364
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			238104	144000

AVERAGE DAILY FEE:	17.16
MEDIAN DAILY FEE:	18.00
AVERAGE CAMPERS:	148
MEDIAN CAMPERS:	89

TABLE	22
GEOGRAPHICAL SCOPE	NEW ENGLAND
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	4

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	88.45	86.95	437212	367288
2	CAMPERSHIPS	0.33	0.00	1133	0
3	TRANSPORT FEES	3.33	3.05	20106	13737
4	ACTIVITY FEES	1.35	0.80	9082	1663
5	INSURANCE FEES	1.60	0.75	3789	2578
6	SALES/TRADING POST	1.98	2.05	7689	6075
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	1.85	1.15	4599	3982
9	CONTRIBUTIONS	0.00	0.00	0	0
10	INTEREST/DIVIDENDS	0.68	0.35	2873	2206
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.48	0.00	1663	0
13	OTHER	1.68	1.00	5165	2025
14	TOTAL INCOME			476438	418786
EXPENSES					
1	SALARIES	25.75	24.35	120894	88474
2	PAYROLL TAXES	3.25	3.00	15681	11303
3	FOOD AND RELATED	12.45	12.85	47214	41871
4	OCCUPANCY	25.18	22.80	131399	60359
5	CAMPER TRANSPORT	4.33	4.05	21441	15800
6	OTHER TRANSPORT	4.20	4.10	17185	12864
7	PROMOTIONAL	4.20	3.75	17644	16853
8	DUES AND FEES	1.20	1.05	3650	2549
9	PROGRAM	8.23	9.25	39123	22546
10	SUPPLIES	1.78	1.65	7616	6314
11	INSURANCE	4.98	4.85	21492	14282
12	OTHER ADMINISTRAT	2.95	2.85	7491	9303
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			441343	326269

AVERAGE DAILY FEE:	42.25
MEDIAN DAILY FEE:	42.00
AVERAGE CAMPERS:	188
MEDIAN CAMPERS:	175

TABLE	23
GEOGRAPHICAL SCOPE	NEW ENGLAND
AFFILIATION	NON PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	9

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	60.01	72.40	175010	163000
2	CAMPERSHIPS	3.19	0.00	7384	0
3	TRANSPORT FEES	0.49	0.00	2293	0
4	ACTIVITY FEES	3.59	0.00	6058	0
5	INSURANCE FEES	0.08	0.00	167	0
6	SALES/TRADING POST	2.16	1.20	5759	2700
7	SALES/MEALS	0.04	0.00	24	0
8	RENTALS	2.64	0.70	7101	374
9	CONTRIBUTIONS	9.57	3.60	23644	17890
10	INTEREST/DIVIDENDS	5.00	0.70	12700	2000
11	FEDERAL	2.17	1.20	3776	1165
12	SUBSIDY	2.34	0.00	1797	0
13	OTHER	0.09	0.00	325	0
14	TOTAL INCOME			292782	300000
EXPENSES					
1	SALARIES	30.01	31.10	77749	61820
2	PAYROLL TAXES	3.54	3.00	8121	6858
3	FOOD AND RELATED	17.89	14.50	42024	37000
4	OCCUPANCY	11.16	12.20	35167	39000
5	CAMPER TRANSPORT	1.16	1.20	4258	1920
6	OTHER TRANSPORT	1.36	1.20	2668	2520
7	PROMOTIONAL	2.92	2.40	9033	6200
8	DUES AND FEES	0.90	0.40	2727	543
9	PROGRAM	4.19	3.90	13132	15000
10	SUPPLIES	1.21	1.00	4101	4000
11	INSURANCE	3.76	3.00	10899	8435
12	OTHER ADMINISTRAT	5.01	2.20	17055	6000
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			287711	300000

AVERAGE DAILY FEE:	20.33
MEDIAN DAILY FEE:	18.00
AVERAGE CAMPERS:	203
MEDIAN CAMPERS:	150

TABLE	24
GEOGRAPHICAL SCOPE	MID-ATLANTIC
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	3

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	91.23	95.90	219159	710620
2	CAMPERSHIPS	0.00	0.00	0	0
3	TRANSPORT FEES	0.60	0.00	3333	0
4	ACTIVITY FEES	0.87	0.80	3482	446
5	INSURANCE FEES	0.33	0.00	194	0
6	SALES/TRADING POST	0.00	0.00	0	0
7	SALES/MEALS	1.37	0.00	1000	0
8	RENTALS	1.90	0.00	1075	0
9	CONTRIBUTIONS	0.00	0.00	0	0
10	INTEREST/DIVIDENDS	0.20	0.00	1167	0
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	2.97	0.00	1667	0
13	OTHER	0.70	0.00	402	0
14	TOTAL INCOME			23012	73620
EXPENSES					
1	SALARIES	24.23	19.50	72393	16758
2	PAYROLL TAXES	3.40	3.00	7470	4518
3	FOOD AND RELATED	6.17	9.20	18990	7970
4	OCCUPANCY	29.93	33.60	49053	35013
5	CAMPER TRANSPORT	1.53	1.90	4120	2360
6	OTHER TRANSPORT	4.73	1.50	4187	1270
7	PROMOTIONAL	5.63	5.40	10100	6856
8	DUES AND FEES	0.83	1.10	1223	989
9	PROGRAM	4.00	3.60	3465	3184
10	SUPPLIES	0.53	0.50	448	395
11	INSURANCE	4.47	3.50	13951	3018
12	OTHER ADMINISTRAT	5.87	0.00	31333	0
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			236498	88625

AVERAGE DAILY FEE:	30.67
MEDIAN DAILY FEE:	30.00
AVERAGE CAMPERS:	103
MEDIAN CAMPERS:	60

TABLE	25
GEOGRAPHICAL SCOPE	MID-ATLANTIC
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	14

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	44.47	49.30	188317	65711
2	CAMPERSHIPS	3.45	2.20	10299	5300
3	TRANSPORT FEES	0.22	0.00	2227	0
4	ACTIVITY FEES	0.66	0.00	3714	0
5	INSURANCE FEES	0.08	0.00	618	0
6	SALES/TRADING POST	2.62	1.80	8405	4825
7	SALES/MEALS	1.28	0.00	3154	0
8	RENTALS	11.33	2.60	30718	9755
9	CONTRIBUTIONS	6.56	3.05	14995	7350
10	INTEREST/DIVIDENDS	0.81	0.05	3436	125
11	FEDERAL	1.29	0.20	4202	312
12	SUBSIDY	8.30	0.00	17487	0
13	OTHER	7.59	0.00	8816	0
14	TOTAL INCOME			327056	203068
EXPENSES					
1	SALARIES	30.40	28.70	94420	68476
2	PAYROLL TAXES	4.19	3.20	12366	6898
3	FOOD AND RELATED	15.04	13.35	41943	32267
4	OCCUPANCY	14.71	13.95	38704	37569
5	CAMPER TRANSPORT	0.59	0.00	2495	0
6	OTHER TRANSPORT	1.55	1.05	3762	1789
7	PROMOTIONAL	2.07	1.65	4571	2641
8	DUES AND FEES	0.52	0.35	1020	767
9	PROGRAM	2.64	2.10	9370	4279
10	SUPPLIES	0.79	0.30	1697	475
11	INSURANCE	4.75	4.45	12131	9631
12	OTHER ADMINISTRAT	1.57	0.55	3121	1822
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			327993	204385

AVERAGE DAILY FEE:	19.64
MEDIAN DAILY FEE:	19.50
AVERAGE CAMPERS:	205
MEDIAN CAMPERS:	143

TABLE	26
GEOGRAPHICAL SCOPE	SOUTH
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	1

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	94.00	94.00	329944	329944
2	CAMPERSHIPS	0.60	0.60	2000	2000
3	TRANSPORT FEES	0.00	0.00	0	0
4	ACTIVITY FEES	0.00	0.00	0	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	0.20	0.20	710	710
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	2.60	2.60	9245	9245
9	CONTRIBUTIONS	0.00	0.00	0	0
10	INTEREST/DIVIDENDS	1.90	1.90	6559	6559
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	0.70	0.70	2441	2441
14	TOTAL INCOME			350899	350899
EXPENSES					
1	SALARIES	38.60	38.60	124646	124646
2	PAYROLL TAXES	5.10	5.10	16351	16351
3	FOOD AND RELATED	11.90	11.90	38586	38586
4	OCCUPANCY	18.40	18.40	59284	59284
5	CAMPER TRANSPORT	0.00	0.00	0	0
6	OTHER TRANSPORT	2.70	2.70	8671	8671
7	PROMOTIONAL	0.80	0.80	2728	2728
8	DUES AND FEES	1.20	1.20	3898	3898
9	PROGRAM	1.90	1.90	6145	6145
10	SUPPLIES	1.20	1.20	3912	3912
11	INSURANCE	2.80	2.80	9081	9081
12	OTHER ADMINISTRAT	14.00	14.00	45075	45075
13	PROPRIETOR WITH	2.50	2.50	8068	8068
14	TOTAL EXPENSES			322921	322921

AVERAGE DAILY FEE:	38.00
MEDIAN DAILY FEE:	38.00
AVERAGE CAMPERS:	165
MEDIAN CAMPERS:	165

TABLE	27
GEOGRAPHICAL SCOPE	SOUTH
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	8

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	53.48	55.40	100261	47515
2	CAMPERSHIPS	4.94	0.75	2852	245
3	TRANSPORT FEES	0.58	0.00	5111	0
4	ACTIVITY FEES	0.01	0.00	11	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	1.69	0.50	2386	1268
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	5.89	0.00	2681	0
9	CONTRIBUTIONS	6.29	0.30	13700	710
10	INTEREST/DIVIDENDS	0.29	0.00	1288	0
11	FEDERAL	0.38	0.00	242	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	4.40	0.00	10153	0
14	TOTAL INCOME			222047	97038
EXPENSES					
1	SALARIES	30.04	27.70	70692	32689
2	PAYROLL TAXES	3.44	3.50	9371	1851
3	FOOD AND RELATED	15.18	14.40	22961	13814
4	OCCUPANCY	14.69	10.85	20394	11537
5	CAMPER TRANSPORT	1.51	1.20	3143	100
6	OTHER TRANSPORT	1.21	1.20	3628	1321
7	PROMOTIONAL	3.80	1.80	5390	822
8	DUES AND FEES	0.86	0.80	1521	240
9	PROGRAM	8.54	4.45	6151	2998
10	SUPPLIES	0.80	0.50	2255	328
11	INSURANCE	3.05	1.80	3275	1135
12	OTHER ADMINISTRAT	31.84	0.90	11555	3044
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			222725	108269

AVERAGE DAILY FEE:	15.00
MEDIAN DAILY FEE:	16.50
AVERAGE CAMPERS:	91
MEDIAN CAMPERS:	100

TABLE	28
GEOGRAPHICAL SCOPE	MID WEST
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	2

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	92.50	92.50	72723	72723
2	CAMPERSHIPS	0.00	0.00	0	0
3	TRANSPORT FEES	2.25	2.25	879	879
4	ACTIVITY FEES	0.00	0.00	0	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	1.25	1.25	721	721
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	0.15	0.15	50	50
9	CONTRIBUTIONS	0.00	0.00	0	0
10	INTEREST/DIVIDENDS	0.00	0.00	0	0
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	0.00	0.00	0	0
14	TOTAL INCOME			75873	75873
EXPENSES					
1	SALARIES	25.30	25.30	32409	32409
2	PAYROLL TAXES	3.25	3.25	3974	3974
3	FOOD AND RELATED	13.10	13.10	15438	15438
4	OCCUPANCY	34.65	34.65	40467	40467
5	CAMPER TRANSPORT	3.85	3.85	2043	2043
6	OTHER TRANSPORT	0.50	0.50	700	700
7	PROMOTIONAL	11.35	1.35	13944	13944
8	DUES AND FEES	1.95	1.95	3500	3500
9	PROGRAM	6.75	6.75	4362	4362
10	SUPPLIES	0.30	0.30	280	280
11	INSURANCE	3.45	3.45	3373	3373
12	OTHER ADMINISTRAT	1.30	1.30	2570	2570
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			120394	120394

AVERAGE DAILY FEE:	43.00
MEDIAN DAILY FEE:	43.00
AVERAGE CAMPERS:	30
MEDIAN CAMPERS:	30

TABLE	29
GEOGRAPHICAL SCOPE	MIDWEST
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	22

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	55.41	56.55	71098	44636
2	CAMPERSHIPS	5.97	3.05	5597	3681
3	TRANSPORT FEES	0.51	0.00	988	0
4	ACTIVITY FEES	1.03	0.00	1504	0
5	INSURANCE FEES	0.08	0.00	199	0
6	SALES/TRADING POST	2.11	1.45	2829	795
7	SALES/MEALS	0.37	0.00	840	0
8	RENTALS	3.10	0.00	4035	0
9	CONTRIBUTIONS	5.42	0.15	8100	146
10	INTEREST/DIVIDENDS	0.04	0.00	149	0
11	FEDERAL	2.55	0.70	2013	511
12	SUBSIDY	11.84	0.00	11120	0
13	OTHER	1.33	0.00	3318	0
14	TOTAL INCOME			142486	119097
EXPENSES					
1	SALARIES	27.43	24.10	36523	28450
2	PAYROLL TAXES	2.00	1.55	2602	2059
3	FOOD AND RELATED	14.45	13.35	16804	14437
4	OCCUPANCY	16.34	12.65	17778	13093
5	CAMPER TRANSPORT	0.83	0.00	1082	0
6	OTHER TRANSPORT	1.74	1.05	2667	736
7	PROMOTIONAL	1.86	1.65	3013	1690
8	DUES AND FEES	0.58	0.25	765	242
9	PROGRAM	3.08	1.35	4446	1632
10	SUPPLIES	0.55	0.45	790	373
11	INSURANCE	2.91	1.95	3321	2531
12	OTHER ADMINISTRAT	2.97	0.05	4038	190
13	PROPRIETOR WITH	0.18	0.00	479	0
14	TOTAL EXPENSES			144793	121716

AVERAGE DAILY FEE:	21.68
MEDIAN DAILY FEE:	18.00
AVERAGE CAMPERS:	126
MEDIAN CAMPERS:	88

TABLE	30
GEOGRAPHICAL SCOPE	WEST
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	3

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	97.13	99.00	267802	203000
2	CAMPERSHIPS	0.17	0.00	360	0
3	TRANSPORT FEES	0.40	0.00	867	0
4	ACTIVITY FEES	0.07	0.00	138	0
5	INSURANCE FEES	0.30	0.20	1133	400
6	SALES/TRADING POST	2.90	2.10	7533	8500
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	0.00	0.00	0	0
9	CONTRIBUTIONS	0.00	0.00	0	0
10	INTEREST/DIVIDENDS	0.00	0.00	0	0
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	0.00	0.00	0	0
14	TOTAL INCOME			274000	217000
EXPENSES					
1	SALARIES	28.40	34.40	81750	76350
2	PAYROLL TAXES	4.90	4.50	13266	17500
3	FOOD AND RELATED	11.53	12.40	29327	29700
4	OCCUPANCY	28.33	32.60	83042	67440
5	CAMPER TRANSPORT	2.13	1.70	6333	3500
6	OTHER TRANSPORT	3.20	2.60	8265	10000
7	PROMOTIONAL	5.23	5.00	14064	14300
8	DUES AND FEES	1.67	1.70	4516	4449
9	PROGRAM	6.70	7.40	18498	22800
10	SUPPLIES	1.30	0.60	3038	2000
11	INSURANCE	3.83	3.40	10095	12200
12	OTHER ADMINISTRAT	6.80	2.60	14969	5300
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			273342	222000

AVERAGE DAILY FEE:	41.33
MEDIAN DAILY FEE:	42.00
AVERAGE CAMPERS:	124
MEDIAN CAMPERS:	102

TABLE	31
GEOGRAPHICAL SCOPE	WEST
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	18

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	44.72	43.90	75772	40693
2	CAMPERSHIPS	0.55	0.00	934	0
3	TRANSPORT FEES	0.15	0.00	395	0
4	ACTIVITY FEES	0.43	0.00	469	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	1.34	0.85	2379	770
7	SALES/MEALS	21.86	0.00	24140	0
8	RENTALS	7.95	0.00	21459	0
9	CONTRIBUTIONS	8.03	0.15	11543	345
10	INTEREST/DIVIDENDS	0.86	0.35	658	137
11	FEDERAL	0.87	0.00	412	0
12	SUBSIDY	1.30	0.00	1571	0
13	OTHER	0.00	0.00	5556	0
14	TOTAL INCOME			169382	103378
EXPENSES					
1	SALARIES	24.17	24.95	32905	31147
2	PAYROLL TAXES	4.33	4.40	6560	4888
3	FOOD AND RELATED	16.40	15.50	23935	19134
4	OCCUPANCY	17.34	14.55	38906	15014
5	CAMPER TRANSPORT	1.26	0.00	6380	0
6	OTHER TRANSPORT	2.26	2.00	2767	1882
7	PROMOTIONAL	4.80	4.00	5629	4724
8	DUES AND FEES	0.75	0.55	1056	515
9	PROGRAM	2.07	0.85	2796	621
10	SUPPLIES	0.82	0.20	1253	295
11	INSURANCE	5.74	3.70	5861	4313
12	OTHER ADMINISTRAT	11.24	10.70	11254	10106
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			172237	106812

AVERAGE DAILY FEE:	17.17
MEDIAN DAILY FEE:	19.00
AVERAGE CAMPERS:	83
MEDIAN CAMPERS:	67

TABLE	32
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	FALL/WINTER/SPRING
RESPONDANTS:	27

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	14.42	3.30	64844	10346
2	CAMPERSHIPS	0.00	0.00	11	0
3	TRANSPORT FEES	0.03	0.00	106	0
4	ACTIVITY FEES	0.30	0.00	2685	0
5	INSURANCE FEES	0.03	0.00	31	0
6	SALES/TRADING POST	0.39	0.00	2318	0
7	SALES/MEALS	1.21	0.00	4109	0
8	RENTALS	13.08	6.00	30121	10000
9	CONTRIBUTIONS	2.24	0.00	7776	0
10	INTEREST/DIVIDENDS	0.94	0.00	3355	0
11	FEDERAL	0.00	0.00	9	0
12	SUBSIDY	13.00	0.00	8234	0
13	OTHER	3.06	0.00	4658	0
14	TOTAL INCOME			310185	233727
EXPENSES					
1	SALARIES	16.20	13.60	53562	32920
2	PAYROLL TAXES	2.95	2.00	10245	5000
3	FOOD AND RELATED	6.04	4.40	18623	11978
4	OCCUPANCY	13.10	12.40	39620	26340
5	CAMPER TRANSPORT	0.03	0.00	118	0
6	OTHER TRANSPORT	1.29	0.90	5808	2170
7	PROMOTIONAL	1.03	0.70	4193	1800
8	DUES AND FEES	0.46	0.30	1577	704
9	PROGRAM	0.65	0.00	4944	0
10	SUPPLIES	0.33	0.30	1240	600
11	INSURANCE	2.11	1.70	6177	3958
12	OTHER ADMINISTRAT	1.85	0.30	4761	700
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			313641	233991

AVERAGE DAILY FEE:	22.89
MEDIAN DAILY FEE:	19.00
AVERAGE CAMPERS:	180
MEDIAN CAMPERS:	100

TABLE	33
GEOGRAPHICAL SCOPE	NEW ENGLAND
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	FALL/WINTER/SPRING
RESPONDANTS:	3

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	5.70	3.30	25945	24280
2	CAMPERSHIPS	0.00	0.00	0	0
3	TRANSPORT FEES	0.20	0.00	733	0
4	ACTIVITY FEES	0.00	0.00	0	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	0.13	0.00	469	0
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	9.57	4.50	61968	10000
9	CONTRIBUTIONS	8.47	2.00	22225	14275
10	INTEREST/DIVIDENDS	3.37	3.30	13085	15250
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	0.07	0.00	280	0
14	TOTAL INCOME			446786	387901
EXPENSES					
1	SALARIES	12.70	12.10	52375	42195
2	PAYROLL TAXES	2.07	2.00	8509	10174
3	FOOD AND RELATED	4.77	5.80	23543	32679
4	OCCUPANCY	5.73	6.00	25134	17277
5	CAMPER TRANSPORT	0.20	0.00	783	0
6	OTHER TRANSPORT	0.70	0.60	3309	4116
7	PROMOTIONAL	1.60	1.70	7142	4380
8	DUES AND FEES	0.40	0.30	1204	1111
9	PROGRAM	0.53	0.50	2469	3030
10	SUPPLIES	0.37	0.30	1766	950
11	INSURANCE	2.47	2.50	9572	10031
12	OTHER ADMINISTRAT	7.77	1.50	20191	9677
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			426129	385116

AVERAGE DAILY FEE:	26.00
MEDIAN DAILY FEE:	24.00
AVERAGE CAMPERS:	58
MEDIAN CAMPERS:	75

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TABLE	34
GEOGRAPHICAL SCOPE	MID-ATLANTIC
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	FALL/WINTER/SPRING
RESPONDANTS:	6

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	22.02	1.30	175547	2585
2	CAMPERSHIPS	0.00	0.00	0	0
3	TRANSPORT FEES	0.00	0.00	0	0
4	ACTIVITY FEES	0.80	0.00	8060	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	1.00	0.00	8974	0
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	3.22	1.25	9832	6097
9	CONTRIBUTIONS	0.33	0.00	657	0
10	INTEREST/DIVIDENDS	0.02	0.00	42	0
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	3.93	0.00	8043	0
14	TOTAL INCOME			440727	203068
EXPENSES					
1	SALARIES	14.93	10.00	94807	24275
2	PAYROLL TAXES	3.08	2.50	21799	4118
3	FOOD AND RELATED	3.02	2.15	19154	4380
4	OCCUPANCY	10.52	7.60	67859	13826
5	CAMPER TRANSPORT	0.00	0.00	0	0
6	OTHER TRANSPORT	2.00	0.80	16483	1458
7	PROMOTIONAL	1.22	1.00	9000	1882
8	DUES AND FEES	0.47	0.40	2517	1534
9	PROGRAM	1.67	0.00	16461	0
10	SUPPLIES	0.22	0.10	1867	266
11	INSURANCE	2.38	2.00	9743	3619
12	OTHER ADMINISTRAT	2.75	0.45	6801	850
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			442994	204385

AVERAGE DAILY FEE:	22.50
MEDIAN DAILY FEE:	22.50
AVERAGE CAMPERS:	77
MEDIAN CAMPERS:	20

TABLE	35
GEOGRAPHICAL SCOPE	SOUTH
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	FALL/WINTER/SPRING
RESPONDANTS:	4

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	27.53	29.75	112705	91664
2	CAMPERSHIPS	0.00	0.00	0	0
3	TRANSPORT FEES	0.00	0.00	0	0
4	ACTIVITY FEES	0.65	0.00	2662	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	0.25	0.05	1024	154
7	SALES/MEALS	1.13	0.00	4606	0
8	RENTALS	0.68	0.00	2764	0
9	CONTRIBUTIONS	1.13	0.15	4606	462
10	INTEREST/DIVIDENDS	0.60	0.40	2457	1232
11	FEDERAL	0.03	0.00	102	0
12	SUBSIDY	0.00	0.00	0	0
13	OTHER	4.28	0.00	17505	0
14	TOTAL INCOME			409463	308115
EXPENSES					
1	SALARIES	16.88	15.85	70228	48324
2	PAYROLL TAXES	1.98	1.85	8219	5640
3	FOOD AND RELATED	5.33	5.35	22161	16311
4	OCCUPANCY	10.55	10.60	43905	32317
5	CAMPER TRANSPORT	0.00	0.00	0	0
6	OTHER TRANSPORT	1.00	1.00	4162	3049
7	PROMOTIONAL	0.40	0.35	1665	1067
8	DUES AND FEES	0.23	0.10	936	305
9	PROGRAM	0.38	0.00	1561	0
10	SUPPLIES	0.40	0.30	1665	915
11	INSURANCE	0.30	0.20	1248	610
12	OTHER ADMINISTRAT	0.25	0.05	1040	152
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			416165	304881

AVERAGE DAILY FEE:	15.00
MEDIAN DAILY FEE:	17.50
AVERAGE CAMPERS:	55
MEDIAN CAMPERS:	50

TABLE	36
GEOGRAPHICAL SCOPE	MIDWEST
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	FALL/WINTER/SPRING
RESPONDANTS:	10

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	6.95	1.80	13265	2291
2	CAMPERSHIPS	0.00	0.00	0	0
3	TRANSPORT FEES	0.00	0.00	0	0
4	ACTIVITY FEES	0.08	0.00	122	0
5	INSURANCE FEES	0.07	0.00	83	0
6	SALES/TRADING POST	0.23	0.00	390	0
7	SALES/MEALS	2.81	0.00	7061	0
8	RENTALS	24.64	19.30	41987	34775
9	CONTRIBUTIONS	2.78	0.00	9918	0
10	INTEREST/DIVIDENDS	1.28	0.00	3497	0
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	33.38	2.50	16602	5104
13	OTHER	3.90	0.00	3003	0
14	TOTAL INCOME			184770	133497
EXPENSES					
1	SALARIES	18.43	13.95	35014	22857
2	PAYROLL TAXES	3.34	3.10	5659	3880
3	FOOD AND RELATED	7.76	4.70	15066	13810
4	OCCUPANCY	18.64	17.70	32989	37501
5	CAMPER TRANSPORT	0.01	0.00	20	0
6	OTHER TRANSPORT	1.19	1.35	1925	1510
7	PROMOTIONAL	0.88	0.40	2309	445
8	DUES AND FEES	0.30	0.25	655	356
9	PROGRAM	0.35	0.00	1128	0
10	SUPPLIES	0.29	0.30	521	345
11	INSURANCE	2.46	2.05	4811	5129
12	OTHER ADMINISTRAT	0.72	0.20	1861	273
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			194438	145300

AVERAGE DAILY FEE:	26.40
MEDIAN DAILY FEE:	20.00
AVERAGE CAMPERS:	88
MEDIAN CAMPERS:	88

TABLE	37
GEOGRAPHICAL SCOPE	WEST
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	FALL/WINTER/SPRING
RESPONDANTS:	4

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	15.13	10.30	49628	26791
2	CAMPERSHIPS	0.03	0.00	75	0
3	TRANSPORT FEES	0.08	0.00	168	0
4	ACTIVITY FEES	0.00	0.00	0	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	0.20	0.00	81	0
7	SALES/MEALS	0.00	0.00	0	0
8	RENTALS	14.00	11.95	31050	20440
9	CONTRIBUTIONS	0.20	0.00	517	0
10	INTEREST/DIVIDENDS	0.00	0.00	0	0
11	FEDERAL	0.00	0.00	0	0
12	SUBSIDY	4.33	3.20	14078	8274
13	OTHER	0.70	0.00	1660	0
14	TOTAL INCOME			226183	250226
EXPENSES					
1	SALARIES	14.45	16.65	34544	26355
2	PAYROLL TAXES	3.43	2.95	9252	9327
3	FOOD AND RELATED	7.95	8.25	23174	23386
4	OCCUPANCY	11.20	13.85	27207	23197
5	CAMPER TRANSPORT	0.05	0.00	160	0
6	OTHER TRANSPORT	1.20	0.80	3086	2369
7	PROMOTIONAL	1.33	0.70	1572	1747
8	DUES AND FEES	1.13	0.35	2584	745
9	PROGRAM	0.25	0.00	659	0
10	SUPPLIES	0.48	0.45	1313	1424
11	INSURANCE	2.35	1.85	6525	2672
12	OTHER ADMINISTRAT	0.48	0.40	1423	1327
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			230726	250226

AVERAGE DAILY FEE:	20.25
MEDIAN DAILY FEE:	15.00
AVERAGE CAMPERS:	53
MEDIAN CAMPERS:	30

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TABLE	38
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	87

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	28.35	24.00
(2. Administration(director, office, nurse)	31.71	28.00
(3. Program(including counselors)	39.94	48.00
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	2.94	0.00
(2. Rental, repairs, maintenance of equipment	8.93	6.25
(3. Depriciation	8.03	0.00
(4. Taxes-property	1.87	0.00
(5. Rent(office, storage)	1.74	0.00
(6. Utilities(electric,gas, water, oil, phone)	20.06	78.60
(7. Building repairs, maintenance, cleaning	9.19	15.16
(8. Interest on mortgage	1.71	0.00
(9. Cleaning supplies	2.26	0.00
(10. Grounds Maintenance	43.27	0.00
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	73.15	100.00
(2. Travel	18.53	0.00
(3. Referal Services, Camp Fairs	8.31	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	72.08	68.96
(2. Camper insurance	27.92	31.04

TABLE	39
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	PRIVATE-INDEPENDENT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	13

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	22.31	14.60
(2. Administration(director, office, nurse)	32.79	19.03
(3. Program(including counselors)	44.90	66.37
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	3.31	2.99
(2. Rental, repairs, maintenance of equipment	19.12	9.73
(3. Depriciation	33.70	28.43
(4. Taxes-property	5.91	4.41
(5. Rent(office, storage)	4.95	1.78
(6. Utilities(electric,gas, water, oil, phone)	14.52	28.47
(7. Building repairs, maintenance, cleaning	10.10	23.13
(8. Interest on mortgage	4.80	1.07
(9. Cleaning supplies	2.60	0.00
(10. Grounds Maintenance	1.00	0.00
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	56.18	79.43
(2. Travel	25.92	20.57
(3. Referal Services, Camp Fairs	17.90	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	92.54	0.00
(2. Camper insurance	7.46	0.00

TABLE	40
GEOGRAPHICAL SCOPE	NON-PROFIT
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER
RESPONDANTS:	71

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	28.67	24.18
(2. Administration(director, office, nurse)	31.97	29.02
(3. Program(including counselors)	39.36	46.80
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	5.08	0.00
(2. Rental, repairs, maintenance of equipment	12.77	7.83
(3. Depriciation	2.90	0.00
(4. Taxes-property	1.68	0.00
(5. Rent(office, storage)	1.85	0.00
(6. Utilities(electric,gas, water, oil, phone)	41.16	78.31
(7. Building repairs, maintenance, cleaning	17.87	13.86
(8. Interest on mortgage	1.87	0.00
(9. Cleaning supplies	4.40	0.00
(10. Grounds Maintenance	10.41	0.00
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	83.14	100.00
(2. Travel	14.19	0.00
(3. Referal Services, Camp Fairs	2.67	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	71.75	2.02
(2. Camper insurance	28.25	97.98

TABLE	41
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	99

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	29.00	26.65
(2. Administration(director, office, nurse)	35.51	35.90
(3. Program(including counselors)	35.49	37.45
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	4.42	2.11
(2. Rental, repairs, maintenance of equipment	12.30	7.70
(3. Depriciation	13.95	0.00
(4. Taxes-property	3.59	0.08
(5. Rent(office, storage)	2.52	0.00
(6. Utilities(electric,gas, water, oil, phone)	33.88	70.28
(7. Building repairs, maintenance, cleaning	15.05	18.67
(8. Interest on mortgage	3.48	0.00
(9. Cleaning supplies	3.65	1.17
(10. Grounds Maintenance	7.15	0.00
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	69.98	100.00
(2. Travel	24.45	0.00
(3. Referal Services, Camp Fairs	5.57	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	76.75	79.01
(2. Camper insurance	23.25	20.99

TABLE	42
GEOGRAPHICAL SCOPE	NEW ENGLAND
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	14

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	21.48	15.09
(2. Administration(director, office, nurse)	34.04	39.49
(3. Program(including counselors)	44.47	45.42
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	4.28	4.00
(2. Rental, repairs, maintenance of equipment	21.37	10.56
(3. Depriciation	18.67	0.00
(4. Taxes-property	3.35	0.00
(5. Rent(office, storage)	2.61	0.00
(6. Utilities(electric,gas, water, oil, phone)	24.37	57.16
(7. Building repairs, maintenance, cleaning	13.51	19.97
(8. Interest on mortgage	3.79	0.00
(9. Cleaning supplies	4.37	6.64
(10. Grounds Maintenance	3.66	1.67
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	71.53	98.37
(2. Travel	18.54	1.63
(3. Referal Services, Camp Fairs	9.93	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	74.59	79.30
(2. Camper insurance	25.41	20.70

TABLE	43
GEOGRAPHICAL SCOPE	MID-ATLANTIC
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	19

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	31.45	34.71
(2. Administration(director, office, nurse)	34.56	34.16
(3. Program(including counselors)	33.99	31.14
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	5.93	8.19
(2. Rental, repairs, maintenance of equipment	9.41	2.05
(3. Depriciation	9.43	0.00
(4. Taxes-property	3.68	3.43
(5. Rent(office, storage)	0.96	0.00
(6. Utilities(electric,gas, water, oil, phone)	38.32	65.84
(7. Building repairs, maintenance, cleaning	18.26	20.49
(8. Interest on mortgage	5.09	0.00
(9. Cleaning supplies	2.72	0.00
(10. Grounds Maintenance	6.21	0.00
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	56.83	0.00
(2. Travel	34.27	0.00
(3. Referal Services, Camp Fairs	8.90	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	72.82	82.45
(2. Camper insurance	27.18	17.55

TABLE	44
GEOGRAPHICAL SCOPE	SOUTH
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	13

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	33.09	21.31
(2. Administration(director, office, nurse)	32.19	43.56
(3. Program(including counselors)	34.72	35.13
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	4.49	1.28
(2. Rental, repairs, maintenance of equipment	18.26	10.23
(3. Depriciation	6.58	0.00
(4. Taxes-property	5.08	0.00
(5. Rent(office, storage)	2.15	0.00
(6. Utilities(electric,gas, water, oil, phone)	34.96	70.14
(7. Building repairs, maintenance, cleaning	12.72	11.68
(8. Interest on mortgage	0.00	0.00
(9. Cleaning supplies	4.41	3.58
(10. Grounds Maintenance	11.35	3.10
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	65.02	100.00
(2. Travel	31.42	0.00
(3. Referal Services, Camp Fairs	3.56	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	63.09	55.00
(2. Camper insurance	36.91	45.00

TABLE	45
GEOGRAPHICAL SCOPE	MIDWEST
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	26

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	25.90	27.80
(2. Administration(director, office, nurse)	38.26	35.49
(3. Program(including counselors)	35.84	36.71
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	4.78	5.55
(2. Rental, repairs, maintenance of equipment	5.45	4.32
(3. Depriciation	9.80	0.00
(4. Taxes-property	4.00	0.00
(5. Rent(office, storage)	2.96	0.00
(6. Utilities(electric,gas, water, oil, phone)	38.25	60.38
(7. Building repairs, maintenance, cleaning	17.11	27.70
(8. Interest on mortgage	6.82	0.00
(9. Cleaning supplies	4.99	2.06
(10. Grounds Maintenance	5.84	0.00
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	64.60	100.00
(2. Travel	32.44	0.00
(3. Referal Services, Camp Fairs	2.95	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	83.42	80.34
(2. Camper insurance	16.58	19.66

TABLE	46
GEOGRAPHICAL SCOPE	WEST
AFFILIATION	ALL
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	25

	AVG %	MEDIAN %
1. BREAKDOWN OF SALARIES:		
(each of these is a percentage of the total salary figures of a camp)		
(1. Support(maintenance, kitchen)	33.15	100.00
(2. Administration(director, office, nurse)	39.14	0.00
(3. Program(including counselors)	27.71	0.00
2. BREAKDOWN OF OCCUPANCY:		
(each of these is a percentage of the total occupancy figures of a camp)		
(1. Equipment(under $500 not capitalized)	2.57	0.00
(2. Rental, repairs, maintenance of equipment	11.58	15.54
(3. Depriciation	20.33	0.00
(4. Taxes-property	2.27	2.36
(5. Rent(office, storage)	3.26	0.00
(6. Utilities(electric,gas, water, oil, phone)	33.47	75.38
(7. Building repairs, maintenance, cleaning	11.56	6.73
(8. Interest on mortgage	1.15	0.00
(9. Cleaning supplies	2.28	0.00
(10. Grounds Maintenance	11.52	0.00
3. PROMOTIONAL		
(each of these is a percentage of the total promotional figures)		
(1. Printing, mailing, stationary, supplies, postage, photography, brochures	71.88	0.00
(2. Travel	22.42	0.00
(3. Referal Services, Camp Fairs	5.69	0.00
4. INSURANCE		
(each of these is a percentage of the total insurance of a camp)		
(1. Fire, liability, burglary, vehicle	80.78	85.56
(2. Camper insurance	19.22	14.44

TABLE	47
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	RELIGIOUS
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	38

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	58.27	58.35	128799	97654
2	CAMPERSHIPS	2.09	0.00	4028	0
3	TRANSPORT FEES	0.41	0.00	1266	0
4	ACTIVITY FEES	0.87	0.00	1647	0
5	INSURANCE FEES	0.08	0.00	318	0
6	SALES/TRADING POST	3.23	2.65	5940	4058
7	SALES/MEALS	8.81	0.00	12438	0
8	RENTALS	10.56	1.00	29083	1919
9	CONTRIBUTIONS	6.34	1.05	15048	2481
10	INTEREST/DIVIDENDS	1.08	0.30	3031	418
11	FEDERAL	0.75	0.00	1107	0
12	SUBSIDY	6.24	0.00	15159	0
13	OTHER	5.41	0.00	8653	0
14	TOTAL INCOME			222382	187764
EXPENSES					
1	SALARIES	33.01	31.90	75750	54618
2	PAYROLL TAXES	4.71	4.40	11010	7005
3	FOOD AND RELATED	17.91	16.65	36471	34805
4	OCCUPANCY	19.76	18.85	42573	30064
5	CAMPER TRANSPORT	0.57	0.00	1618	0
6	OTHER TRANSPORT	2.24	2.10	4400	3306
7	PROMOTIONAL	3.68	2.45	6832	5439
8	DUES AND FEES	0.79	0.50	1484	725
9	PROGRAM	3.05	1.85	7578	2511
10	SUPPLIES	1.08	0.80	2308	1166
11	INSURANCE	5.52	3.95	10363	7531
12	OTHER ADMINISTRAT	5.26	1.55	6694	2215
13	PROPRIETOR WITH	0.10	0.00	278	0
14	TOTAL EXPENSES			218681	185434

AVERAGE DAILY FEE:	17.87
MEDIAN DAILY FEE:	18.50
AVERAGE CAMPERS:	84
MEDIAN CAMPERS:	59

TABLE	48
GEOGRAPHICAL SCOPE	ALL
AFFILIATION	AGENCY/PUBLIC
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	41

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	56.30	60.20	126351	38959
2	CAMPERSHIPS	4.58	1.70	6085	1551
3	TRANSPORT FEES	0.50	0.00	2164	0
4	ACTIVITY FEES	1.31	0.00	4201	0
5	INSURANCE FEES	0.02	0.00	80	0
6	SALES/TRADING POST	1.09	0.80	4964	1150
7	SALES/MEALS	2.87	0.00	3308	0
8	RENTALS	11.19	2.70	21120	2552
9	CONTRIBUTIONS	8.56	2.00	15042	3333
10	INTEREST/DIVIDENDS	1.86	0.00	4546	0
11	FEDERAL	2.24	0.20	2698	267
12	SUBSIDY	17.32	0.00	14760	0
13	OTHER	3.11	0.00	6718	0
14	TOTAL INCOME			201789	126994
EXPENSES					
1	SALARIES	36.07	37.20	71534	46172
2	PAYROLL TAXES	4.45	4.30	10633	3192
3	FOOD AND RELATED	18.28	16.10	30185	20000
4	OCCUPANCY	20.75	15.20	43381	20738
5	CAMPER TRANSPORT	1.65	0.40	5149	200
6	OTHER TRANSPORT	2.25	1.90	5641	1843
7	PROMOTIONAL	3.05	1.90	5847	2050
8	DUES AND FEES	0.99	0.70	2031	524
9	PROGRAM	4.86	2.70	8677	2519
10	SUPPLIES	0.78	0.40	1931	375
11	INSURANCE	4.94	3.90	8208	4997
12	OTHER ADMINISTRAT	11.96	1.10	12281	1703
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			204321	122024

AVERAGE DAILY FEE:	19.12
MEDIAN DAILY FEE:	17.00
AVERAGE CAMPERS:	93
MEDIAN CAMPERS:	45

TABLE	49
GEOGRAPHICAL SCOPE	NEW ENGLAND
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	10

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	62.64	71.75	169593	115791
2	CAMPERSHIPS	3.00	0.65	6725	400
3	TRANSPORT FEES	0.50	0.00	2284	0
4	ACTIVITY FEES	3.23	0.00	5452	0
5	INSURANCE FEES	0.07	0.00	150	0
6	SALES/TRADING POST	2.61	2.10	5714	2865
7	SALES/MEALS	0.04	0.00	21.2	0
8	RENTALS	5.35	2.30	25041	7850
9	CONTRIBUTIONS	11.43	3.35	28886	13492
10	INTEREST/DIVIDENDS	5.94	0.70	15736	2000
11	FEDERAL	2.55	1.25	3769	1583
12	SUBSIDY	2.63	0.40	3368	250
13	OTHER	0.10	0.00	377	0
14	TOTAL INCOME			269713	262100
EXPENSES					
1	SALARIES	33.63	32.75	87357	81086
2	PAYROLL TAXES	4.00	4.00	9973	8529
3	FOOD AND RELATED	18.47	15.20	41990	35158
4	OCCUPANCY	13.65	13.30	40131	32435
5	CAMPER TRANSPORT	1.14	0.80	4093	1090
6	OTHER TRANSPORT	1.68	1.90	3544	2896
7	PROMOTIONAL	2.84	2.45	7062	6008
8	DUES AND FEES	0.96	0.60	2836	1172
9	PROGRAM	4.12	3.75	12669	11514
10	SUPPLIES	1.42	1.45	4351	3175
11	INSURANCE	5.07	4.70	15083	11835
12	OTHER ADMINISTRAT	7.40	3.20	23574	8500
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			264850	266996

AVERAGE DAILY FEE:	19.70
MEDIAN DAILY FEE:	17.00
AVERAGE CAMPERS:	121
MEDIAN CAMPERS:	75

TABLE	50
GEOGRAPHICAL SCOPE	MID-ATLANTIC
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	14

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	55.76	65.30	224153	81814
2	CAMPERSHIPS	3.45	2.20	10299	5300
3	TRANSPORT FEES	0.22	0.00	2227	0
4	ACTIVITY FEES	1.01	0.00	7168	0
5	INSURANCE FEES	0.08	0.00	618	0
6	SALES/TRADING POST	3.56	3.95	12624	5206
7	SALES/MEALS	1.28	0.00	3154	0
8	RENTALS	12.88	8.10	35063	18271
9	CONTRIBUTIONS	6.82	3.05	15424	7350
10	INTEREST/DIVIDENDS	0.84	0.20	3477	418
11	FEDERAL	1.39	0.45	4279	793
12	SUBSIDY	8.52	0.00	17844	0
13	OTHER	9.41	0.25	12472	380
14	TOTAL INCOME			327056	203068
EXPENSES					
1	SALARIES	35.37	35.70	120760	79968
2	PAYROLL TAXES	5.51	5.50	21059	12295
3	FOOD AND RELATED	15.62	15.15	43009	35093
4	OCCUPANCY	19.28	17.50	68501	41799
5	CAMPER TRANSPORT	0.59	0.00	2495	0
6	OTHER TRANSPORT	2.41	1.80	10826	2777
7	PROMOTIONAL	2.63	2.20	8499	4300
8	DUES AND FEES	0.71	0.40	2026	937
9	PROGRAM	3.35	2.10	16425	4279
10	SUPPLIES	0.89	0.35	2497	500
11	INSURANCE	5.77	5.10	16300	10304
12	OTHER ADMINISTRAT	2.75	0.80	6036	2215
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			327993	204385

AVERAGE DAILY FEE:	19.64
MEDIAN DAILY FEE:	19.50
AVERAGE CAMPERS:	131
MEDIAN CAMPERS:	82

TABLE	51
GEOGRAPHICAL SCOPE	SOUTH
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	10

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	71.55	68.40	128073	68881
2	CAMPERSHIPS	4.47	0.85	4211	395
3	TRANSPORT FEES	1.05	0.00	4329	0
4	ACTIVITY FEES	0.27	0.00	2301	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	3.11	1.70	3440	3166
7	SALES/MEALS	0.45	0.00	4032	0
8	RENTALS	4.98	0.00	4576	0
9	CONTRIBUTIONS	5.07	0.05	11032	13
10	INTEREST/DIVIDENDS	0.47	0.00	2643	0
11	FEDERAL	0.31	0.00	218	0
12	SUBSIDY	3.58	0.00	11200	0
13	OTHER	4.34	0.00	10038	0
14	TOTAL INCOME			194138	94038
EXPENSES					
1	SALARIES	41.51	44.05	86922	35906
2	PAYROLL TAXES	5.45	5.15	13229	5012
3	FOOD AND RELATED	19.40	17.45	28718	18345
4	OCCUPANCY	22.78	17.10	34993	18462
5	CAMPER TRANSPORT	1.70	1.20	2755	100
6	OTHER TRANSPORT	2.19	1.80	1933	0
7	PROMOTIONAL	4.04	2.15	6529	2175
8	DUES AND FEES	1.69	1.30	3083	683
9	PROGRAM	10.61	5.80	10161	3754
10	SUPPLIES	0.94	0.70	2538	417
11	INSURANCE	4.14	2.60	5639	2299
12	OTHER ADMINISTRAT	25.85	1.25	9786	2182
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			194629	82814

AVERAGE DAILY FEE:	14.50
MEDIAN DAILY FEE:	14.50
AVERAGE CAMPERS:	57
MEDIAN CAMPERS:	50

TABLE	52
GEOGRAPHICAL SCOPE	MIDWEST
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	22

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	58.56	56.55	77128	52421
2	CAMPERSHIPS	5.97	3.05	5597	3681
3	TRANSPORT FEES	0.51	0.00	988	0
4	ACTIVITY FEES	1.15	0.00	1683	0
5	INSURANCE FEES	0.11	0.00	236	0
6	SALES/TRADING POST	2.44	1.95	3526	1661
7	SALES/MEALS	1.65	0.00	4049	0
8	RENTALS	14.29	2.05	23120	2673
9	CONTRIBUTIONS	7.23	1.25	12367	1653
10	INTEREST/DIVIDENDS	0.95	0.00	1907	0
11	FEDERAL	2.55	0.70	2013	511
12	SUBSIDY	28.83	4.35	22990	5218
13	OTHER	3.10	0.00	4683	0
14	TOTAL INCOME			142486	119097
EXPENSES					
1	SALARIES	35.72	37.50	52393	38447
2	PAYROLL TAXES	3.71	3.20	5657	2174
3	FOOD AND RELATED	17.98	16.50	23652	18600
4	OCCUPANCY	24.96	20.10	33497	29369
5	CAMPER TRANSPORT	0.83	0.00	1091	0
6	OTHER TRANSPORT	2.28	2.20	3542	2036
7	PROMOTIONAL	2.34	1.85	4261	1788
8	DUES AND FEES	0.73	0.45	1062	395
9	PROGRAM	3.25	2.25	4959	1632
10	SUPPLIES	0.68	0.70	1027	636
11	INSURANCE	5.07	3.65	5697	4586
12	OTHER ADMINISTRAT	5.06	0.70	5619	685
13	PROPRIETOR WITH	0.18	0.00	479	0
14	TOTAL EXPENSES			144793	121716

AVERAGE DAILY FEE:	21.68
MEDIAN DAILY FEE:	18.00
AVERAGE CAMPERS:	87
MEDIAN CAMPERS:	63

TABLE	53
GEOGRAPHICAL SCOPE	WEST
AFFILIATION	NON-PROFIT
CAMPER COMMUNITY	ALL
OPERATION:	SUMMER PLUS FALL/WINTER/SPRING
RESPONDANTS:	20

		AVG %	MEDIAN %	AVG $	MEDIAN $
INCOME					
1	CAMPER FEES	48.82	50.50	94127	46340
2	CAMPERSHIPS	0.60	0.00	1205	0
3	TRANSPORT FEES	0.15	0.00	389	0
4	ACTIVITY FEES	0.41	0.00	497	0
5	INSURANCE FEES	0.00	0.00	0	0
6	SALES/TRADING POST	1.76	0.95	3521	1081
7	SALES/MEALS	19.67	0.00	21726	0
8	RENTALS	12.93	0.00	33378	0
9	CONTRIBUTIONS	8.47	0.55	14642	1249
10	INTEREST/DIVIDENDS	0.95	0.45	1137	400
11	FEDERAL	0.78	0.00	371	0
12	SUBSIDY	2.03	0.00	4230	0
13	OTHER	2.40	0.00	6125	0
14	TOTAL INCOME			180762	117122
EXPENSES					
1	SALARIES	27.96	27.45	45017	31830
2	PAYROLL TAXES	5.36	4.65	10067	4945
3	FOOD AND RELATED	18.50	17.10	31636	21350
4	OCCUPANCY	18.91	17.25	43169	19055
5	CAMPER TRANSPORT	1.15	0.00	5774	0
6	OTHER TRANSPORT	2.48	2.15	3622	3252
7	PROMOTIONAL	5.22	4.10	7113	6114
8	DUES AND FEES	0.85	0.70	1347	552
9	PROGRAM	2.12	0.85	3103	719
10	SUPPLIES	0.87	0.25	1504	295
11	INSURANCE	5.87	3.85	7182	4999
12	OTHER ADMINISTRAT	10.25	6.05	10538	5624
13	PROPRIETOR WITH	0.00	0.00	0	0
14	TOTAL EXPENSES			180963	120920

AVERAGE DAILY FEE:	16.40
MEDIAN DAILY FEE:	18.50
AVERAGE CAMPERS:	53
MEDIAN CAMPERS:	34

ADDENDUM
SALARY DATA

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EASTER SEAL RESIDENT CAMP STAFF SALARIES
TABLE 54

CAMPERS (season total)	CAMPER AGE RANGE	W.C. CAMPERS (%)	VOLUN-TEERS?	CAMPER FEE (per week)	SUMMER SEASON (weeks)	WEEKLY SALARY RANGE (AVERAGE)						
						UNIT LEADER	COUNSELOR	JUNIOR COUNSELOR	CRAFTS DIRECTOR	AQUATICS DIRECTOR	SWIM INSTRUCTOR	HEAD NURSE
450	6-70	25%	no	$225	10	$60	$50			$60		$170
367	8 +		yes	$100	10	$70-100 ($75)	$50-60 ($55)		$60-80 ($60)	$80-100 ($85)	$60-80 ($65)	$225
460	9-90	60%	yes	$100	10½	$90	$71	$43	$66	$211 (full time)	$71	$187
665	8-60	70%	no	$202	10	$87	$84	$81	$87	$87	$84	$120
7,426	5+	17-70%	53% yes		3-13	$40-80	$35-100	$25-70	$40-130	$40-130		$60-300
9,104	3+	12-90%	52% yes	$50-278	1-11	$40-250	$35-100	$27-81	$50-180	$35-200	$21-85	$32-325
8,967	3-93	18-15%	48% yes	$60 - 325	1-11	$61-255	$35-100	$27.50-175	$55-200	$60-150	$40-100	$116-325
8,519	5-92	25-75%	44% yes	$60-280	7-12	$60-135	$50-105	$30-81	$58-158	$58-211	$58-105	$137.50-$25.00

EASTER SEAL RESIDENT CAMP STAFF SALARIES - 1983

CAMPERS (season total)	CAMPER AGE RANGE	W.C. CAMPERS (%)	VOLUN-TEERS?	CAMPER FEE (per week)	SUMMER SEASON (weeks)	UNIT LEADER	COUNSELOR	JUNIOR COUNSELOR	CRAFTS DIRECTOR	AQUATICS DIRECTOR	SWIM INSTR.	HEAD NURSE
827	5-92	60%	yes	$150	11	$80	$60		$60	$60	$60	$315
121	6-69	56	yes	$60	7	$63 - 77 ($70)		$42 - 56 ($49)	$70 - 84 ($80)			$154
415	8-65	40%	no	$225	10	$102.60	$81		$86.40	$86.40	$86.40	$320
558	7-55	30%	no	$140	11	$66.66	$58 - 62		$58 - 62	$58 - 62	$58-62	$137.50
457	7 +	75%	no	$187	12	$65 - 75 ($70)	$55 - 65 ($60)	$40 - 50 $45)	$80 - 90 ($85)	$80 - 90 ($85)'		$200
909	6 +	71%	no	$135	11	$110-115 ($113)	$100-105 ($103)	$70-80 $75)	$110-115 ($113)	$105-115 ($113)	$100-105 ($103)	$160-200 ($180)
200	6-90	50%	yes	$200	9	$60	$55		$60	$70		$220
299	6-93	44%	no	$280	7	$60-70 ($60)			$60	$60		$200
437	6-69	25%	no	$165	8	$85-100 ($85)	$65-75 ($65)	$30	$85-100 ($95)	$85-110 ($100)	$85-95 ($85)	$325
389	5-70	47%	yes	$180	9	$87-100	$50-65	$50-60	$100-125 ($112)	$100-125 ($112)		$200
300	6-50	65%	no	$175	11	$100	$65-75		$200	$75	$65-75 ($70)	$225
375	6-80+	45%	no	$175	9	$115-135 ($125)	$70-105 ($85)		$70-105 ($85)	$70-105 ($85)	$70- 105 ($85)	$225-275 ($250)
262	6-65	65%	yes	$100	9	$100	$84					$144.50
1028	8-83	54.7%	yes	$150	8-10	$75-90 ($85)	$50-70 ($60)	$30-40 ($35)	$60-90 ($75)	$60-90 ($75)		$200-250 ($225)

1981
CAMP FIRE
WEEKLY CONTRACT AMOUNTS FOR
SEASONAL RESIDENT CAMP POSITIONS
TABLE 55

Job Category	Mean Weekly Salary	Median Weekly Salary	Number of Positions
Camp Director	$182.11	$164.50	44
Asst. Director/Program Director	117.35	107.00	58
Specialist Director	90.58	83.00	102
Unit Leader	80.45	71.00	143
Specialist	118.55	71.00	134
Counselor	63.89	65.00	450
Head Cook	142.44	130.00	57
Nurse	98.98	100.00	51
Camp Caretaker/Ranger	114.28	116.00	18
Assistant Cook	98.62	87.00	26

CAMP FIRE

TABLE 56: RESIDENT CAMP DIRECTOR, FULL-TIME
Annual Salary, by Region

REGION/ YEAR		# of positions in data	Low	Median	High	Mean	Average Tenure Yr/Mo
Northeast	83	3	10,712	11,250	14,850	12,270	3/0
	84	6	8,040	12,975	19,000	12,946	3/9
% of change						5.5	
Mid-America	83	4	7,200	*	16,750	11,457	1/1
	84	4	10,000	*	13,500	11,846	0/10
% of change						3.4	
Pacific Southwest	83	6	11,124	15,300	18,473	15,533	2/9
	84	4	11,124	*	21,379	15,750	2/8
% of change						1.4	
South- South Central	83	4	11,604	*	15,576	13,750	3/7
	84	8	7,200	11,865	15,920	11,961	3/8
% of change						(13.0)	
Northwest	83	3	13,594	13,620	17,500	14,904	4/11
	84	7	9,010	12,520	14,144	11,924	4/11
% of change						(20.0)	

* Number reporting too small
-- No information reported

TABLE 57: RESIDENT CAMP DIRECTOR, FULL-TIME
Annual Salary, by Budget Group

BUDGET GROUP/ YEAR		# of positions in data	Low	Median	High	Mean	Average Tenure Yr/Mo
Under $50,000	83	--	--	--	--	--	--
	84	3	11,124	14,000	14,186	13,103	1/4
% of change							
$50,000-$99,999	83	*	*	*	*	*	*
	84	*	*	*	*	*	*
% of change							
$100,000-$199,999	83	7	10,712	13,594	16,750	13,288	3/8
	84	8	8,040	10,700	14,144	11,360	4/10
% of change						(14.1)	
$200,000-$349,999	83	5	10,000	13,000	17,000	13,689	1/7
	84	6	1,000	12,000	19,000	12,954	4/5
% of change						(5.4)	
$350,000-$499,999	83	5	7,200	13,670	15,576	12,564	3/8
	84	9	7,200	13,200	21,379	13,820	2/10
% of change						10.0	
$500,000+	83	*	*	*	*	*	*
	84	*	*	*	*	*	*
% of change							

* Number reporting too small
-- No information reported

TABLE 58: CAMP CARETAKER/RANGER, FULL-TIME
Annual Salary, by Region

REGION/ YEAR		# of positions in data	Low	Median	High	Mean	Average Tenure Yr/Mo
Northeast	83	3	10,000	11,025	12,975	11,333	2/5
	84	3	11,576	11,900	12,050	11,842	2/5
% of change						4.5	
Mid-America	83	*	*	*	*	*	*
	84	*	*	*	*	*	*
% of change							
Pacific	83	4	9,285	*	10,000	9,719	1/10
Southwest	84	4	9,143	*	15,000	11,028	3/4
% of change						13.5	
South-	83	13	6,750	8,250	17,800	9,601	5/0
South Central	84	6	7,000	10,000	17,800	11,277	1/10
% of change						17.5	
Northwest	83	6	7,000	8,000	12,000	9,321	2/4
	84	3	8,500	12,000	13,200	11,233	3/6
% of change						20.5	

* Number reporting too small
-- No information reported

TABLE 59: CAMP CARETAKER/RANGER, FULL-TIME
Annual Salary, by Budget Group

BUDGET GROUP/ YEAR		# of positions in data	Low	Median	High	Mean	Average Tenure Yr/Mo
Under $50,000	83	--	--	--	--	--	--
	84	*	*	*	*	*	*
% of change							
$50,000-$99,999	83	--	--	--	--	--	--
	84	--	--	--	--	--	--
% of change							
$100,000-$199,999	83	3	9,285	10,000	10,000	9,761	1/6
	84	*	*	*	*	*	*
% of change							
$200,000-$349,999	83	9	7,000	10,543	17,800	10,647	2/10
	84	6	10,543	12,000	17,800	13,136	3/3
% of change						23.4	
$350,000-$499,999	83	11	7,200	8,400	12,960	9,309	2/11
	84	7	7,620	10,072	13,244	10,805	2/5
% of change						16.1	
$500,000+	83	5	6,750	8,250	10,917	8,773	8/2
	84	--	--	--	--	--	--
% of change							

* Number reporting too small
-- No information reported

1983
SEASONAL POSITIONS
WISCONSIN
TABLE 60

POSITION	AVERAGE		# OF CAMPS RESPONDING
Assistant Camp Director	$ 181.00		19
Program Director	156.00		24
Unit Director	117.00		22
Cabin Counselors	92.00		40
Specialist Area Instructors	97.00		25
Tripping Director	121.00		21
Camp Health Supervisor	128.00		15
Camp Nurse RN/GN/LPN	126.00		29
Waterfront Director	123.00		34
Waterfront Counselor Assistant	91.00		7
Secretary	109.00	salary	16
	3.38	hourly	4
Bookkeeper	133.00		3
Business Manager	103.00		9
Maintenance Director	167.00	salary	14
	5.13	hourly	2
Maintenance Assistants	91.00	salary	17
	3.78	hourly	7
Housekeeper	80.00		1
	5.38	hourly	2
Food Service Director	218.00		10
Cook	198.00	salary	29
	4.50	hourly	6
Assistant Cook	136.00		10
Kitchen Assistants/Helpers	81.00	salary	32
	3.33	hourly	6
Outfitter	71.00		2
CIT'S	57.00		3

ACA CAMP DIRECTORS' SALARY DATA

AS OF JUNE, 1984
(EXCLUSIVE OF YMCA CAMPS)

BUDGET SIZE	# of Camps Responding	Av. Years as a Prof.	Av. Years in Present Pos.	PERCENTAGE OF TIME GIVEN TO CAMPING								DIRECTORS' SALARY DATA				BENEFITS PROVIDED	
				100	90-95	80-89	70-79	60	50	33-49	15-30	Average	1st Quartile	Median	3rd Quartile	Year Around Housing	Year Around Auto
Above $800,000	6	16	9	4 (67%)							1	$39,010		$38,150		2 (33%)	3 (50%)
$488,000 -800,000	14	12.3	8.3	12 (86%)				1	1			30,150	21,810	32,200	39,300	8 (57%)	6 (43%)
$250,000 -488,000	47	10.9	5.8	40 (85%)	1		2	2	2			23,212	17,720	24,000	29,000	24 (51%)	14 (30%)
$120,000 -250,000	79	8.7	5.7	68 (86%)		1	3		3	3	1	20,980	15,400	18,000	26,200	40 (51%)	19 (24%)
$ 80,000 -120,000	60	8.3	4.8	38 (63%)	1	1	3	1	7	5	4	16,150	13,850	15,710	18,000	23 (38%)	8 (13%)
Under $80,000	50	4.8	3.8	17 (34%)			4	1	6	9	13	14,644	13,100	14,000	17,000	11 (22%)	6 (12%)
	256			179 (70%)	2 (1%)	2 (1%)	12 (5%)	5 (2%)	19 (7%)	17 (7%)	19 (7%)					108 (42%)	56 (22%,

* 355 ACA Camps responded to the questionnaire. 256 are included above. 93 were not used as they were from part-time Directors and 6 were not used as they were from Volunteers.

YMCA AND OTHER ACA CAMPS

COMPARATIVE SALARY DATA

GROUP	BUDGET SIZE	AVERAGE		FIRST QUARTILE		MEDIAN		THI
		YMCA	ACA	YMCA	ACA	YMCA	ACA	YMCA
#6	Above $800,000	$37,192	$30,010	$30,900	$---	$35,950	$38,150	$44,80
#5	$488,000 -800,000	29,323	30,150	27,150	21,810	33,650	32,200	36,25
#4	$250,000 -488,000	26,590	23,212	22,025	17,720	27,300	24,000	32,00
#3	$120,000 -250,000	22,130	20,980	19,000	15,400	21,000	18,000	25,80
#2	$ 80,000 -120,000	18,330	16,156	15,000	13,850	18,500	15,710	20,15
#1	Under $80,000	16,075	14,644	13,800	13,100	14,750	14,000	18,00

June, 1984